C2700-1 8/9/82

Automotive News

August 9, 1982

© Entire contents copyright, 1982, by Crain Automotive Group, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

57th year—$40 per year, $1.00 per copy

America's sports car

All-new 1983 Corvette bows in March

The 1983 Chevrolet Corvette, first all-new version of America's sports car in 14 years, will bow nationally next March. The new fiberglass-bodied car will feature unique optional unidirectional tires and four-speed manual transmission with electronic overdrive working on each of the forward gears.

U.S. dealer attrition continues at high level; total declines by 556 in first half of 1982

By John K. Teahen Jr.
Managing Editor

The mortality rate of domestic new-car dealerships continued at a dangerous level during the first half of 1982, according to the semiannual AUTOMOTIVE NEWS census.

The latest count found 21,124 dealers handling the products of the five domestic auto manufacturers on July 1, down 556 from the 21,680 outlets in business at the beginning of this year.

This year's decline was much worse than last year's when the first-half dip was 325 establishments.

But it was not nearly so bad as the horrendous first half of 1980 when 930 dealerships bit the dust.

Chrysler Corp. was the only bright spot this year. After losing 29 dealers in the first quarter, Chrysler rebounded with a gain of 10 in the second quarter for a net dip of 19 for the half.

The other makers weren't that fortunate. General Motors suffered a decline of 285 dealers in the first half, and Ford Motor Co. was down 158. There were drops of 39 for Volkswagen and 37 for American Motors.

That's an aggregate dip of 538.

U. S. CAR OUTLETS

	July 1, 1982	Jan. 1, 1982
American Motors	1,510	1,547
Chrysler Corp.	3,665	3,684
Ford Motor Co.	5,527	5,685
General Motors	10,370	10,655
Volkswagen	967	1,006
TOTALS	22,039	22,577
Minus Intercorp. Duals	915	897
NET OUTLETS	21,124	21,680

Copyright, 1982, Automotive News

A change in the number of intercorporate duals brought the industry's decline to 556 for the first half.

All figures in this article and in the accompanying tables refer to the net change in the dealership population, both for the individual corporations and car lines and for the domestic industry as a whole.

• This year, the industry lost almost the same number of dealers in each of the first two quarters — 276 in the first and 280 in the second.

Last year's numbers were more encouraging — 221 in the first quarter and 104 in the second. The lighter second-quarter decline last year stirred hopes that better days had arrived for the nation's dealers. The hopes didn't pan out.

The 1980 quarterly breakout

Continued on Page 43, Col. 1

Peck, overruled on rescinding the standard, finds deregulating isn't easy

Court orders passive restraints back into 1984 models

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Deregulating, as NHTSA head Raymond Peck is learning, is not always so easy.

The U. S. Court of Appeals for the District of Columbia has overturned Peck's attempt to throw out the passive-restraint standard that would have required U. S. and foreign auto makers to begin installing automatic safety belts or air bags in large and mid-size cars by 1983 model year and in smaller vehicles by the 1984 model year.

In a brief opinion last week, the court said NHTSA had not shown "good cause" to void the standard and that as a consequence it was ordering installation of the devices beginning with the 1984 model year, one year later than the standard had called for.

Additionally, the court gave NHTSA until Oct. 1, 1982, to advise it as to whether the compliance date is achievable, or whether a longer period of time is required.

Safety and legal experts inside and outside the government expect the Department of Transportation to ask the Supreme Court to review the decision.

The court's decision comes in the wake of a recent NHTSA request for more time to address issues raised in the court's June 1, 1982, decision overturning rescission of the standard, but holding it in abeyance pending the delivery of a schedule by the safety agency for resolving questions the agency still had about the efficacy of the devices.

Peck had rescinded the standard last Oct. 29, and his action was challenged in court by insurance and safety groups, leading to the June 1 ruling.

The court said last week that NHTSA's latest request and the agency's accompanying Notice of Proposed Supplement Rulemaking was not inconsistent with its June 1 order but that "at the same time, no party benefits from open-ended DOT decision making, and some dates must be fixed."

You can go ahead with your plan, but Standard 208 is now in effect, the court said.

• Clarence Ditlow, Director of the Center for Auto Safety, one of the parties that had sued NHTSA when it announced the rescission of the passive restraint standard, called it "a victory for safety and consumer groups."

"It means the Reagan Administration, like the rest of us, has to obey the law," he said.

"With passive restraints finally in cars, it means we will be-

Continued on Page 8, Col. 1

Alfa talks with two U.S. suppliers about licensing of modular engine

By John A. Russell
New York Staff Writer

BALOCCO, Italy.—Two U. S. companies are talking with Alfa Romeo to obtain licensing agreements for the Alfa technology involved in the Italian auto maker's modular engine concept which allows a cutoff of two cylinders of the Alfa four-cylinder engine.

The companies, Motorola and Stanadyne, have been meeting with Alfa executives. Filippo Surace, chief of Alfa's research and development, said the talks involve the rights to both the hardware and software of the electronically controlled system.

He added that in Europe, Fiat also has been talking with Alfa about the system. Alfa will begin limited production of cars equipped with the system this fall.

Alfa Romeo is interested in selling the technology to other companies, Surace said, and he indicated that "at this moment Motorola looks best for us."

• The interest expressed in the computer-controlled system by the two U. S. companies probably goes deeper than Surace revealed because of the links both companies have to U. S. auto makers.

Stanadyne produces injectors for General Motors diesel engines and Motorola is closely linked with Ford Motor Co.

General Motors has marketed its modular engine concept in

Continued on Page 43, Col. 1

NEWSPAPER

AN
DC2001◆CNGL1A0 0EA FMJT M
ACO EDITOR
CONGRESSIONAL INFO SERV
SUITE 800
4520 EAST-WEST HIGHWAY
WASHINGTON DC 20014

breaking news

Next transmission: A six-speed automatic?

TRAVERSE CITY, Mich.—The next generation of transmissions will not be the continuously variable transmission, as many expect, but a six-speed automatic, according to Howard Freers, chief body and electrical engineer, Body and Assembly Operations, Ford Motor Co. He told a University of Michigan seminar a six-speed will have each gear mated with the input shaft with gear selection electronically controlled. The torque converter will be eliminated.

Clean Air Act changes proposed

WASHINGTON.—A Senate committee has proposed easing high-altitude emissions standards and a Clean Air Act amendment that would virtually outlaw anyone except a car maker from certifying emissions. The latter provision is designed to outlaw importation of "gray market" performance cars. The high-altitude proposal, backed by the auto industry, would ease diesel particulate standards and set up a proportional HC and evaporative emission standard.

UAW to demand St. Louis reopening

DETROIT. — The UAW will ask that Chrysler Corp. reopen its St. Louis truck plant as part of the current contract negotiations, union sources said. Chrysler has been talking about putting the new front-wheel-drive New Yorker into that plant but no firm decision has been reached, sources said. The

See BREAKING NEWS, Page 8, Col. 1

GM's Fremont plant most likely for Toyota assembly, Smith says

By Kathleen Hamilton
News Editor

WARREN, Mich. — General Motors Chairman Roger B. Smith, revealing details of the company's several Japanese connections, confirmed last week that GM's vacant Fremont (Calif.) assembly plant is the most likely candidate for production of any GM-Toyota car.

Smith expressed confidence in the sincerity of Toyota in negotiating to build an auto with GM. He said representatives of the two auto giants will meet again later this month to discuss cost-on-investment studies and sourcing. He expressed confidence that the two will meet their self-imposed fall deadline for project announcement.

Smith also ended the speculation on GM's European truck plans involving its Japanese partner, Isuzu (AUTOMOTIVE NEWS, July 19). Isuzu's medium-weight forward-control trucks would fit especially well into a GM product hole in Europe, Smith said. The trucks haven't obtained a similar popularity in the U. S., so GM will not necessarily sell the Isuzu line here, he indicated.

He said GM's U. S. operations have tentatively won bids to product catalytic converters and some electronics for the Isuzu subcompacts that GM will sell in North America. The Isuzu cars will replace the Chevette in 1984.

The car under consideration for the Toyota-GM project is the new front-drive Toyota Corolla.

• Smith denied published reports that GM has substantially trimmed its fourth-quarter production plans from levels it had forecast early in the model year. Actual production will differ only slightly from those early forecasts, he said, adding that GM "has aggressive plans for the fourth quarter."

"We have the tough things behind us," Smith said, citing at various times the newness of 30 percent of GM's product, labor concessions, slowed inflation rates, GM's ability last quarter to improve profitability despite lower sales volume, tax cuts and recent reductions of the prime interest rate.

"I do look for a good boom—not one of the big jumps up, but a slow, steady increase," he said.

Whether GM will increase its profitability or its dividends will depend largely on the economy, he said. He said both sales projections and 1983 pricing will partially depend on interest rates, and he expressed a hope that the interest rates will continue to fall.

"Some economists are predicting 14 percent" will be the prime rate around 1983 intro time, he said, grinning. "I'd like to believe that."

Smith joined some of the company's top engineering and design men for the unveiling here of Aero 2000, a concept car that will be on permanent display beginning Oct. 1 at GM's Epcot Center pavilion at Florida's Walt Disney World.

GM is invcsting more than $50 million in the Disney project. It is expected to draw 13 million visitors a year.

The Aero 2000 is one step closer to automotive reality than many show cars, because it started life in the GM design studios as an aerodynamic study —not as a mere showpiece—and later was adapted for display at GM's World of Motion exhibit.

Still, the futuristic Aero 2000, fitted with an experimental Buick three-cylinder turbocharged diesel engine, will move only on paper; there are no plans to make a running model.

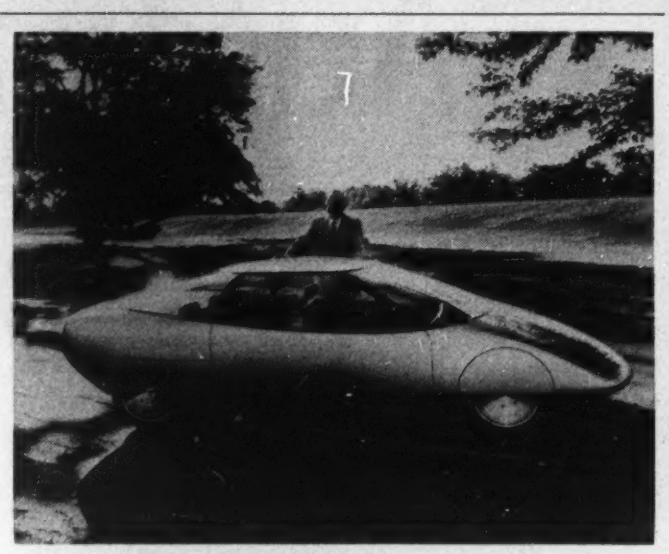
Smith said the appearance of the engine was not a hint that GM will be bringing out a similar plant: "Even as I sit here, we are looking at maybe 10 three-cylinder engines," he said. This particular one has 68 HP and a displacement of 1.8 liters. Improvements in throttle-body injection are showing more promise at this time, he said.

Smith rebutted a suggestion that the size of the Aero 2000 (its interior space is close to that of the Cadillac Cimarron) is indicative of a GM decision to abandon small-car making to Toyota or its Japanese affiliates —Suzuki and Isuzu. This was just a convenient size to work on, Smith said.

• The four-passenger Aero 2000 comes close in dimensions to today's J-cars, but provides extra interior space because of thin door panels and seats, and a small engine.

Sculpted in the new GM wind tunnel here, it has a drag coefficient of 0.23, compared with the 0.37 cd rating given to Chevy's J-car of today, the Cavalier. GM expects the Aero 2000's sleek lines and 1,800-pound curb weight could double

Continued on Page 8, Col. 1



Shaping GM's future

GM Chairman Roger Smith poses wtih the Aero 2000, a show car to be displayed at GM's $50 million exhibit at Walt Disney World. The show car, described as "the shape of cars to come" from GM in the late 1980s and beyond, was originally modeled as an aerodynamic study at the company's new wind tunnel.

Rolls-Royce to lose U.S. Lotus distribution

Lotus Cars, Ltd., last week said it would withdraw from its two-year-old joint marketing and distribution program with Rolls-Royce Motors, Inc., but left unclear what future plans are for Lotus in the U. S.

Both companies issued brief statements, acknowledging the breakup but making no announcement about Lotus' future. Lotus did say, however, that it would continue certification work on 1983 models, including the Turbo Esprit.

In its statement, Rolls-Royce said the withdrawal would require a three-to-six-month transition period, during which Rolls-Royce would continue to oversee Lotus warranty, parts and accessories.

The reasons behind the split were not announced by Lotus.

In the U. S., a Rolls-Royce spokesman said: "We believe they were satisfied with the program but our arrangement fitted in with their short-term and not their long-term plans."

Rolls-Royce took over Lotus operations in the U. S. in January, 1980, and assumed a 300-car inventory of 1980 models. During 1980, about 100 of those cars were sold. Another 150 were sold in '81. Only a handful of the $35,000 to $40,000 cars are still unsold, the spokesman said.

Lotus sold the Esprit, Eclat and Elite models in the U. S. The sporty Esprit and Turbo Esprit models are seen as likely cars for the U. S. market.

The spokesman said Rolls-Royce spent $250,000 during the first year in advertising aimed at repositioning the Lotus in the marketplace. Lotus has 34 dealers in the U. S., some of whom are dualed with Rolls-Royce.

The future of those dealers and of Lotus distribution in the U. S. has not yet been announced. Speculation centers around three possibilities. One is that Lotus would establish its own independent distribution network; another is that Lotus could pick up some of the U. S. DeLorean dealers if that enterprise fails.

The third possibility is that Lotus may distribute cars through U. S. Toyota dealers. Toyota has a joint car project with Lotus to build 5,000 vehicles per year at Lotus' plant in Norwich, England. The car, set for a 1984 debut, uses Toyota's six-cylinder Supra drivetrain in a Lotus-designed body.

Auto makers set up last round of incentives

By Joseph Bohn
Marketing Editor

It's getting close to new-model introductions, giving auto companies just barely enough time to squeeze in a last round of '82 sales incentives.

Ford and Datsun managed that last week, while Chrysler extended a consumer rebate on trucks to late September.

Ford Division's program is called "Big Buck Bonanza." It runs from Aug. 1 to Sept. 22. There are three separate sales objectives and payment schedules.

A combined objective on Escort/EXP and Mustang pays dealers nothing for 0-35 percent, $300 per unit for 35.1 to 75 percent and $500 per unit for 75.1 percent and over. Payments are not retroactive.

Again, there's a separate combined objective on all F-100 to F-350 series pickups and Bronco. Dealers receive nothing for 0-20 percent of objective; $200 per unit for 20.1 to 80 percent and $350 per unit for 80.1 percent and over. If they hit 100 percent, they get an extra $50 retroactively, making it $250 and $400, instead of $200 and $350, in the payment categories.

Finally, there's a separate objective on compact Ranger pickups. Dealers earn zero for 0-20 percent; $200 per unit for 20.1 percent to 80 percent and $350 per unit for 80.1 percent and over. There is no bonus payment here for hitting 100 percent.

• The incentives cover new '81/'82 units leased or retailed. If a major leasing company were to place a single large order, the rule of 10 would apply. Dealers could count only the first 10 units of the lease deal to earn qualifying payments.

Lincoln-Mercury has a similar incentive running from Aug. 1 to Sept. 22.

It has a four-car combined objective on Lynx/LN7/Capri/XR-7 which pays off in the following way: 0-20 percent, nothing; 20.1-60 percent, $300 per unit; 60.1 percent and over, $500 per unit.

A separate luxury-car objective combines Lincoln, Mark VI and Continental. It pays nothing for 0-30 percent, $500 per unit for 30.1-75 percent and $1,000 per unit for 75.1 percent and over.

L-M also has a separate objective on Continental alone, paying $1,000 for every unit dealers sell or lease during the period. There are no qualifiers.

The "Ford Care" 24-month, 24,000-mile free maintenance and warranty program will continue to be offered on the '81/'82 Escort and Lynx and the '82 EXP/LN7.

• Nissan launched a 49-state incentive to go with an interest subvention program on trucks it is offering in California. It pays dealers up to $900 in combined retail/wholesale incentives.

Nissan's 49-state program is called "Big Bucks for Trucks." It runs from Aug. 1 to Sept. 30.

The incentive covers all trucks retailed during the period. There is a combined objective on all trucks, with a two-unit qualifier before payment starts.

After selling two units, a

Continued on Page 8, Col. 1

Imports slip, too, but penetration sets any-month record

July domestic sales lowest since '61

By Jenny L. King
Staff Writer

There was good news and bad news in the July new-car sales reports.

Unfortunately for the domestic industry, most of the good news came from import offices, while the U. S. auto makers' combined total for the month was the lowest since 1961.

Imports accounted for 31.68 percent of the total July market, an any-month record. The former high was 31.61 percent last December, and the previous July peak was 29.76 percent in 1980.

The import total was down about 5 percent from 1981, but it was weighed against a domestic total that was 13.53 percent away from the comparable 1981 month.

The domestic auto makers retailed 429,908 new cars in July, down 13.53 percent from 497,151 a year earlier, and down 4.77 percent from 451,430 in June of this year. It was lowest total for July since 1961 when 419,969 units were tallied. Best July total was 807,906, recorded in 1973.

Import sales numbered 199,364, down 4.66 percent from 209,105 in July of 1981, and up slightly from 199,093 in June of this year.

Total industry sales in July were 629,272, down 10.90 percent from 706,256 a year ago.

Year-to-date sales for the domestics were 3,364,732, down 11.59 percent from 3,805,620 in 1981. Imports were down 12.30 percent for the first seven months, to 1,300,529 from 1,482,968. The industry total was off 11.79 percent, to 4,665,261 from 5,288,588.

Where auto market was in July

	Total Sales	Pct. of Total
SUBCOMPACT	101,126	16.07
COMPACT	101,270	16.09
INTERMEDIATE	129,538	20.59
STANDARD	67,800	10.77
LUXURY	30,174	4.80
IMPORT	199,364	31.68
TOTAL	629,272	100.00

• Ford Motor Co. was the sole U. S. auto maker to move ahead of its year-ago July sales total. Ford was up 1.79 percent, to 110,988 from 109,031, as its top-selling Escort had its best month ever.

General Motors' 18.59-percent sales decline was most responsible for dragging the industry total down. The leading U. S.

Continued on Page 42, Col. 1

GM's Collier predicts long-term growth

World sales gain seen, but tough market too

By Roger Rowand
Engineering Editor

TRAVERSE CITY, Mich. — Worldwide auto sales are going to pick up and return to long-term trend volume in a couple of years, but competition still will be fierce, said David C. Collier, General Motors vice president in charge of Operating Staffs Group.

Speaking at a University of Michigan management seminar, Collier predicted world gross national product will grow at an annual rate of 2.7 percent through 1985, then jump to 3.7 percent a year through 1990—or at about the boom level of the '70s.

He said regional GNP discrepancies will grow throughout the decade. Some less-developed countries will see growth of better than 5 percent a year, while North America will have a rate below 3 percent, with Europe only slightly better.

"In just two years, free world vehicle sales are expected to total about 41 million units—essentially a return trend volume," Collier said. "Subsequent growth could push sales to a record 50 million units by 1990. That's 25 percent above the record set in 1979."

Competition will continue to be fierce through the '80s, and the prospect of worldwide overcapacity through 1985 will result in intense price competition, Collier said.

He predicted consistent growth for U. S. vehicle sales but said they probably won't establish any records before 1986.

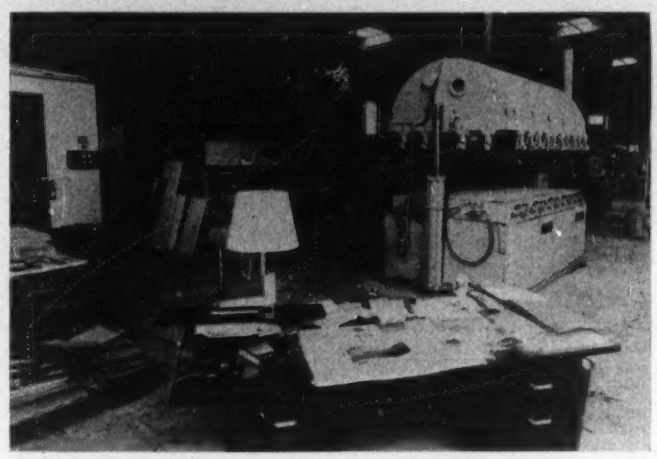
In the past, the GM company line has had a record year occuring before 1985.

Collier warned that younger people lack a strong preference for U. S. cars. Some 38 percent of all new-car buyers under 25 bought Japanese cars in the second quarter of this year, he said. For those aged 25-34, or one quarter of the total new-car market, a full one-third bought a Japanese car, he said.

"Obviously, we face an enormous challenge in getting the younger generation to buy American. To do this, U. S. manufacturers must win back product recognition and respect from the imports," he said.

"In 1990, we predict that quality will be the most critical consumer concern because fuel economy will be comparable and aerodynamic design will constrain styling, accordingly man-

Continued on Page 41, Col. 4



Empty workshop

Only two persons plus guards are allowed in Clenet Coachworks's Goleta (Calif.) plant that built 125 neoclassic cars in 1981. The firm also made aftermarket burlwood panels for mass-produced cars.

Neoclassic builder says he will buy out partner

Clenet evicted, vows he'll come back

By Kathleen Hamilton
News Editor

Evicted from his assembly plant because of unpaid rent bills, Alain Clenet claimed he would buy out his financial partner within two weeks and resume production of his $80,000 neoclassic cars.

As reported by AUTOMOTIVE NEWS last week, Clenet Coachworks, Goleta, Calif., was closed by court order after Clenet failed to meet financial commitments to the company's minority stockholder, S. Prestley Blake.

Clenet now claims he will buy Blake out completely, although he refused to confirm inside reports that he indeed has a potential investor. It is known he has been looking for new money for a year.

In any case, the price tag to buy out Blake is escalating, in accordance with a consent decree reached between the partners one year ago.

But the French designer's financial and legal problems predate that agreement.

Clenet first soared to fame in 1976, a young, good-looking designer who photographed well with his good-looking luxury roadsters, built from MG components and styled in the Gatsby tradition.

• But then, in 1979, the Series II bowed. It was a four-passenger closed car built on Mercury mechanicals that never quite captured the imagination of wealthy buyers who preferred open-air driving in the 1930s tradition.

It also was priced well above its main competition, the Excalibur. Adding to Clenet's problems were the many knockoffs that were springing up, most priced considerably below his $80,000-range cars.

Meanwhile, Clenet moved from Santa Barbara into extravagant assembly facilities in Goleta, owned by Blake. As the economy worsened, Blake pumped money into the company in the form of loans.

Then, one year ago, the partners went to court. Blake said he hadn't been receiving rent. Clenet claimed he owed Blake no interest — that Blake's cash infusions were merely a stockholder's investments and not subject to interest accrual.

The dispute was settled with a court-enforced consent decree. Blake and his son, S. Benson Blake, were given a 49-percent stake in the company and an agreement that if Clenet were to fall behind in the graduated rent payments, Blake could immediately get a court order and regain the $4.5 million building.

He would also get majority control of the company if Clenet failed to pay interest and dividends that were deferred until September, 1982.

• The negotiated settlement provided Clenet with enough money to put an early end to Series II production and launch the Series III.

Called the Asha, after Clenet's daughter, it is a two-seater that held out hope of turning the company around. But it was rushed into production before a convertible was ready. That turned out to be a marketing mistake, for the lure of open-air driving is especially strong among buyers of the neoclassics.

Instead, a T-top bowed first, in November, 1981. Plagued by leaks and squeaks, it was quickly abandoned for a hardtop. By the time the $84,500 convertible arrived — to the applause of neoclassic critics — the luxury-car market was in a severe slump.

And Clenet was facing monthly bills that had been increasing

Continued on Page 41, Col. 5

Chrysler tells UAW: No boost in labor cost

By Marjorie Sorge
Labor Editor

Chrysler Corp. wants to move pennies around, not increase its labor cost, in any new agreement with the UAW, according to Thomas W. Miner, Chrysler industrial relations vice president.

Last week, Miner told the UAW that Chrysler "simply cannot increase its overall labor costs" and the only way to generate money in paychecks is to cut costs in other areas. Labor costs at Chrysler are currently $19.60 an hour, about $1.50 less than at Ford and General Motors when Chrysler's high pension and health care costs are considered.

"We can't agree to a settlement package which increases our labor costs and paves the way to put us out of business in the future," he said.

The current agreement, which covers 58,000 hourly and salaried UAW workers at Chrysler, expires Sept. 14.

The UAW has indicated it wants cost-of-living-adjustments (COLA) and an annual raise reinstated in the workers' paychecks. The UAW gave up those benefits, among others, to help Chrysler qualify for federal loan guarantees almost two years ago.

"Where the union seeks restoration of economic equity for our members who have sacrificed to help Chrysler survive and rebuild, the corporation proposes nothing more than a takeaway shell game," said Marc Stepp, UAW vice president and director of the Chrysler department.

"They would rob dollars from the left pocket in workers' health care and other benefits, and perhaps put a few tokens in the right pocket that holds an ever-shrinking paycheck."

Chrysler's major target for cuts is health care, followed closely by pensions. Other areas

Continued on Page 41, Col. 1

Correction

Stanley Kaufman was incorrectly identified in an article which appeared in the Aug. 2 issue of AUTOMOTIVE NEWS. The article concerned his testimony before the Interest Rate Task force of the Senate Democratic Policy Committee in Washington.

Kaufman currently is general manager of ABC Chevrolet, Owings Mills, Md. He formerly was proprietor of Capitol Chrysler-Plymouth, Annapolis, Md. The article incorrectly said ABC Chevrolet had gone out of business.

Justice Department won't be 'rolled'

EPA emissions deal falls through

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — An elaborate agreement between the EPA, U. S. and foreign auto makers and parts builders that would have settled seven lawsuits against the agency in exchange for substantially eased emission systems warranty liability for the makers has collapsed.

The Justice Department found it illegal.

Not that Justice hadn't warned the EPA and auto and parts makers. More than eight months ago, Justice told the parties it would not go for what they were planning.

But the agency and the auto parts makers went ahead with settlement negotiations anyway, figuring they could "roll Justice" later on, knowledgeable sources told AUTOMOTIVE NEWS.

But, Justice wouldn't be "rolled" and, as a consequence, the parties are now back in court, having wasted 18 months of time and expense.

• Involved here are the EPA's emissions short test procedures, emission system performance warranty regulations and the aftermarket parts certification regulations, which in total constitute the heart of the EPA's Inspection and Maintenance program.

This program was designed to

Continued on Page 44, Col. 4

index

Auction reports	32
Automotive World News	14
Classified advertising	34
Editorial page	10
Engineering	25
Obituaries	42
Personnel	40
Production by makes	46
Truck highlights	22

57th year — No. 4927

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

CARB says visibility threatened by growth in fleet

California considers diesel particulate controls

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — The California Air Resources Board will consider adopting diesel emission control standards for particulate matter as well as changes in passenger-car diesel nitrogen oxide requirements when it meets here Aug. 25.

The board's staff is recommending the adoption of a particulate standard allowing no more than 0.4 grams per mile over 50,000 miles for 1985-model-year diesel cars and light trucks.

That standard would be tightened to 0.2 gpm for 1986-88 and even further to 0.08 for the 1989 and subsequent model years.

The current federal EPA standards are 0.6 gpm for 1982-84 and 0.2 gpm for 1985 and subsequent model years. The 1985 standard for light trucks is slightly higher at 0.26 gpm.

The proposed action would be CARB's first attempt at establishing particulate standards for the state.

The staff recommendations grew out of a two-day informational seminar on diesel emissions held last March. At that meeting, CARB Chairwoman Mary Nichols concluded that in light of efforts to relax federal particulate standards, "we are clearly vulnerable here in California, having no particulate standards of our own."

According to the report issued by the board's staff, increased diesel penetration in the California vehicle fleet may result

Continued on Page 44, Col. 1

Company to 'remanufacture' 1,000 '82s as '83s at Northern Ireland facility

DeLorean, receivers discuss plant

By Edward Lapham
Financial Editor

DeLorean Motor Co. officials will begin meeting this week with the receivers of its Belfast car-building unit to hash out the details of the company's Sept. 1 takeover of DeLorean Motor Cars, Ltd. (1982). DMC plans to resume operations by initially "remanufacturing" 1,000 '82 models as '83 models.

Sir Kenneth Cork, one of the receivers, is due to meet with DMC Chairman John Z. DeLorean in the company's New York offices this week. The two will begin working out the details of the takeover in the wake of the receiver's inability to line up a British investment group to acquire the Northern Ireland operations which went into voluntary receivership Feb. 19.

It is expected that DMC will seek to integrate DMCL (1982) into the corporate structure, eliminating much of the complicated intra-unit structural, financial and communications lattice work.

The company also will further consolidate its North American operations. "We plan to maintain a California facility," John DeLorean told AUTOMOTIVE NEWS last week, "but we will eventually move our key people to the Bridgewater (N. J.) facility."

The Irvine (Calif.) office which had been established as the sales headquarters by former DMC vice president C. R. Brown, will become a zone office, DeLorean said.

David R. T. Wood, new DMC marketing vice president, said last week he believes his field staff will remain essentially intact, "although there might be a few personnel changes."

Wood, who rejoined DMC last month after J. Bruce McWilliams left the company, said he is hopeful DMC can clear out its inventory of remaining '82 models "within 60 to 90 days," opening the pipeline for new shipments from Northern Ireland.

He said the company currently has less than 1,000 units in its inventory while dealer stocks are about 1,700.

The 1,000 cars which have been sitting dockside at Belfast Harbor since spring will be remanufactured as 1983 models, Wood said, eliminating what had been viewed as a potential problem for the company in the form of yet another glut of new cars that will soon be one model year old.

Wood said he hopes the company can begin shipping the remanufactured '83 models to the U. S. "in early October."

Wood also confirmed the company is shopping for a new ad agency to start a "preliminary print" ad campaign in selected publications. The "moderate" cost campaign will be aimed at stressing the product and its unique features, Wood said.

Earlier ad campaigns were handled by Avrett, Free & Fischer, New York.

IH renegotiating agreements with its 200 lenders

By Edward Lapham
Financial Editor

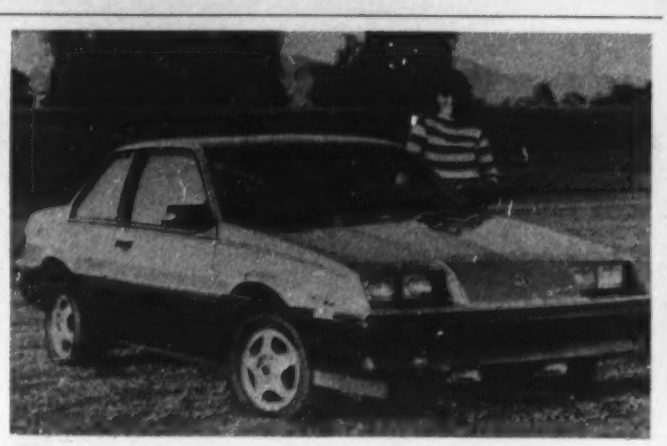
International Harvester last week began the arduous task of renegotiating its loan agreements with 200 lenders as part of the restructuring plan necessary for its survival.

The plan, which would close several facilities, sell the construction equipment group and consolidate the truck and farm equipment groups, also includes a proposal to convert about $400 million in debt to equity and eliminate interest payments.

Although there has been some dissatisfaction reported among the lender group, most analysts and officials close to the negotiations believe the company and its lenders will eventually amend the loan agreement, although perhaps not exactly as IH wants it amended, to facilitate the restructuring plan.

"It's a lot like the Chrysler

Continued on Page 8, Col. 3



T-Type Skyhawk coupe

This Buick Skyhawk T Type is one of five T Types in six body styles which Buick is introducing for 1983, first in California, later in the rest of the U. S. The Skyhawk T Type is offered as a coupe with silver upper body and charcoal lower, with black accent stripes. Fog lamps are mounted below the front bumper. Other T Types will be a Skylark coupe, Century coupe and sedan, Regal coupe and Riviera coupe.

Import fighters slated for '83 lineup

Buick to unveil six T Type models

FLINT. — Buick will offer five of what it calls "balanced performance" cars in six body styles for 1983 — tailored to meet import competition, first in California, then in the rest of the nation.

Called the Buick "T Types," the cars will be available in Skyhawk coupe, Skylark coupe, Century coupe and sedan, Regal coupe and Riviera models.

The Skyhawk T Type coupe has silver upper body, charcoal lower and black accent stripes. The grille has black accents, and moldings, door handles, door locks and mast antenna are black. Marchal high-intensity fog lamps are mounted below the front bumper.

Standard engine on the Sykhawk T Type is a 1.8-liter overhead-cam four-cylinder with fuel injection, aluminum crossflow cylinder head and electronic spark timing. It is rated at 84 HP at 5,200 RPM with 9.0:1 compression ratio.

The Skylark T Type, also offered only in a coupe, features a 2.8-liter high-output V-6, with special camshaft and tuned exhaust system. It is rated at 135 HP at 5,400 RPM. Compression ratio is 8.94:1.

A four-speed manual transmission is standard, with a 3.65 final drive ratio. The optional three-speed automatic transmission with converter clutch has a final drive of 3.06.

The Century T Type is the only one of the five that is available in both coupe and sedan models. Offered only in silver with charcoal lower, it features blacked-out grille, moldings, headlamp and tail-lamp bezels, bumper fillers, door handles and locks, fixed mast antenna and accent stripes.

Standard seats are 45/45 in charcoal cloth with full-length console. Special Lear-Siegler bucket seats with leather inserts and embroidered V-6 logo are available.

Charcoal trim plates replace the standard woodgrain on the instrument panel, console and doors. A leather-wrapped sport steering wheel is included, and voltmeter and temperature gauges and trip odometer are available. The digital instrument cluster available at midyear on other Centurys also will be offered on the T Type.

Standard engine on the Century T Type is the 3.0-liter V-6, which develops 110 HP at 4,800 RPM.

The Regal T Type coupe is offered in either a choice of colors or a special decor package featuring black upper paint and silver lower, blacked out grille, headlamp and tail-lamp bezels and bright rocker panel molding.

Bucket seats have been redesigned to have adjustable headrests and seat-back recliners. A sport steering wheel is standard, and gauges include turbo boost, temperature and trip odometer.

Powerplant is a 3.8-liter turbocharged V-6, developing 180 HP at 4,000 RPM.

A refined electronic spark control system uses a new piezoelectric sensor instead of an accelerometer to detect detonation. Exhaust manifolds are a welded tubular design. The air cleaner adapter is chrome plated, and the turbocharger itself is painted silver.

The Regal T Type has a four-speed automatic transmission with converter clutch. The clutch is engaged in first gear during wide-open throttle operation for maximum torque transfer and acceleration, and in third and fourth gears for good fuel economy.

Riviera T Type is the only model heretofore designated a T Type — in 1981 and 1982.

The 1983 Riviera T Type, unlike its predecessors, is available in nearly every color offered on the standard Riviera. (The 1982 version was offered only with a silver firemist paint and gray interior.)

June Service Index up for 16th straight month

By Francis J. Gawronski
Service Editor

June marked the 16th consecutive month that service and parts business in dealerships showed an increase over the business recorded in the same month the year before.

Although the rate of growth of shop volume in June slipped slightly — 1.3 percentage points — from the May pace, business for the month amounted to 107.2 percent of that recorded by dealers in the same month a year ago. In May, shop business was 108.5 percent of the year-earlier volume.

Despite the dip in June, new-car dealers' parts and service business for the first six months of the year was a healthy 8.4 percent above the same period a year ago.

All but one of the five indicators used in the Service Index increased in June. Repair orders written were down slightly—1.9 percent—from the year-ago figure.

The biggest gainer among the indicators was sales of all parts and P&A with an increase of 13.5 percent, followed by gross profit on all labor, parts and P&A sales, the most important indicator from the dealers' viewpoint, up 7.6 percent.

Shop parts sales, those used on both customer-paid and warranty work, were up 6.7 percent in June, while total labor sales, both customer-paid and warranty, were up 5.4 percent.

Figures used in the Service Index are averages compiled from reports on shop operations from a cross-section of the nation's new-car dealerships.

As in June, all indicators except repair orders written, down 7.8 percent, made strong showings during the January-June period.

The leader at the mid-year point was shop parts sales, up 13.8 percent, followed by sales of all parts and P&A, up 12.5 percent.

Gross profit followed closely behind with an increase of 11.5 percent, while labor sales were up 6.0 percent.

SERVICE INDEX
107.2*

	July, '82 vs. July, '81	6 mos., '82 vs. 6 mos., '81
Gross Profit on All Labor and P&A Sales	+ 7.6%	+11.5%
Repair Orders Written	— 1.9%	— 7.8%
Total Labor Sales (Customer & Warranty)	+ 5.4%	+ 6.0%
Shop Parts Sales (Customer & Warranty)	+ 6.7%	+13.8%
Sales of All Parts and P&A	+13.5%	+12.5%

*—Survey by Automotive News shows that dealers' service and parts business in July, 1982, was 107.2 percent of business in July, 1981. Service business in the six months of 1982 was 108.4 percent of business in the corresponding period in 1981.

V-8-6-4 class action filed against Cadillac in Florida

By Marjorie Sorge

A class-action lawsuit has been filed against General Motors in Florida, charging that the company knowingly sold defective Cadillacs equipped with a V-8-6-4 engine.

The suit was filed Aug. 3 in Palm Beach County Circuit Court by attorney Michael Eriksen on behalf of four plaintiffs.

It is one of 10 class-action lawsuits which charge that cars equipped with GM's V-8-6-4 engine surge and stall out without warning during normal operation.

Other lawsuits have been filed in South Dakota, New Jersey, Illinois, Texas, Ohio, Pennsylvania, New York, Maryland and California. There is also a product liability case in U. S. District Court in Dallas which charges that GM is liable for a death which allegedly occurred when a V-8-6-4-powered car surged forward.

According to Eriksen, the class action could involve more than 10,000 V-8-6-4 owners in Florida. The current plaintiffs are Stephen Gertner, Emery Hapworth, Raymond Nottoli, and Building Products International Corp.

The V-8-6-4 was introduced by Cadillac in 1981 as a fuel-saving device. It runs on either eight, six or four cylinders, depending on the power needed. It was replaced in 1982 by a new V-8. Only the Cadillac limousines have the V-8-6-4 as standard equipment in 1982 and will continue to have it in 1983.

The Florida suit charges that GM knew of the surging and stalling defects in the Cadillac V-8-6-4 before the cars were put on the market but concealed the defects from consumers, Eriksen said. It charges GM with fraud, negligence and breach of warranty.

A dealer service bulletin, issued by GM in mid-1981, advised dealers that some of the problems occurred in the V-8-6-4 engine and cannot be fixed. It said these actions are "normal" with the engine and told dealers not to attempt to repair them.

The Florida suit asks for compensatory and punitive damages for members of the class "in excess of $5,000."

A Cadillac spokesman said GM has no comment on the lawsuit because of the pending litigation. But he said GM has increased the warranty on the V-8-6-4 and fully backs the engine.

The V-8-6-4 warranty was extended to five years and 50,000 miles a year ago after much criticism of the engine.

REGISTRATIONS OVERSEAS

UNITED KINGDOM
Cars

	6 mos., 1982	6 mos., 1981
Alfa Romeo	4,402	3,177
BL	141,403	159,300
BMW	12,349	9,056
Colt	3,816	6,659
Daihatsu	2,457	1,201
Datsun	44,225	50,027
Fiat Auto	25,876	29,693
Ford	234,932	242,997
FSO	1,384	957
General Motors	93,251	70,269
Honda	7,787	8,513
Hyundai	1,165	.....
Jeep	3	41
Lada	7,666	6,456
Lotus	199	128
Mazda	6,356	10,050
Mercedes-Benz	6,585	5,740
Panther	17	24
Peugeot SA	51,633	64,904
Reliant	66	207
Renault	36,115	39,007
Rolls-Royce	462	756
Saab	4,910	5,068
Skoda	4,075	4,148
Subaru	1,182	1,538
Suzuki	1,385	1,336
Toyota	12,742	11,153
VAG	46,342	41,148
Volvo	26,055	22,403
Zastava	1,025	.....
Others	2,016	1,981
Total	781,881	797,937

Trucks, buses

BL	21,426	21,283
Daf	1,037	705
Daihatsu	1,863	1,342
Datsun	2,450	3,393
ERF	677	608
Fiat Auto	1,184	1,533
Foden	276	315
Ford	42,792	33,709
General Motors	15,499	16,923
Hestair-Dennis	324	250
Honda	1,252	1,755
IVECO	1,184	789
Karrier	2,588	2,671
Jeep	98	66
Mazda	1,036	1,946
MCW	33	.....
Mercedes-Benz	3,986	2,680
Mitsubishi	604	1,060
Peugeot SA	3,843	4,815
FSO	206	133
Renault	2,373	1,122
Roman	1	6
Scania	744	430
Seddon Atkinson	892	957
Subaru	839	781
Suzuki	375	1,152
Toyota	1,660	2,589
VAG/MAN	5,699	4,894
Volvo	2,104	1,415
Others	730	873
Total	117,795	110,195
Total vehicles	899,676	908,132

SWEDEN
Cars

	6 mos., 1982	6 mos., 1981
Alfa Romeo	264	263
BL	14	35
BMW	1,846	1,466
Daihatsu	618	444
Datsun	2,802	2,354
Fiat Auto	2,150	1,818
Ford	11,273	11,145
General Motors	11,058	8,846
Honda	2,038	1,886
Lada	1,579	1,548
Mazda	4,889	4,647
Mercedes-Benz	2,931	2,690
Mitsubishi	702	978
Peugeot SA	3,042	3,417
Porsche	81	63
Renault	1,177	1,532
Saab	15,203	12,577
Skoda	243	144
Subaru	136	.....
Toyota	4,136	2,797
VAG	13,208	11,467
Volvo	28,984	25,079
Others	17	9
Total	108,391	95,235

WEST GERMANY
Cars

	5 mos., 1982	5 mos., 1981
Alfa Romeo	5,347	6,047
American Motors	103	240
Bertone	123	.....
BL	1,923	2,799
BMW	61,130	59,386
Daihatsu	2,729	4,264
Datsun	17,886	19,077
Fiat Auto	46,693	43,548
Ford	114,154	147,393
General Motors	200,212	185,648
Honda	14,108	16,882
Lada	3,053	2,849
Nuova Innocenti	293	799
Mazda	17,141	21,327
Mercedes-Benz	106,206	109,581
Mitsubishi	15,390	23,331
Peugeot SA	47,496	50,499
Citroen	20,639	21,598
Peugeot	11,732	13,978
Talbot	15,125	14,932
Porsche	4,842	4,913
Renault	46,702	49,650
Saab	1,220	1,338
Skoda	649	857
Subaru	1,682	686
Suzuki	4,550	3,478
Toyota	17,633	25,843
VAG	318,158	339,005
Audi	60,117	77,194
Volkswagen	258,041	261,811
Volvo	5,341	6,573
Others	543	1,349
Total	1,055,487	1,127,362

AUSTRIA
Cars

	5 mos., 1982	5 mos., 1981
Alfa Romeo	1,295	967
BL	337	425
BMW	3,621	3,379
Daihatsu	145	181
Datsun	5,122	6,003
Fiat Auto	5,968	5,835
Ford	7,615	8,780
General Motors	14,369	10,921
Honda	1,085	1,092
Lada	953	1,167
Mazda	8,731	8,488
Mercedes-Benz	2,150	2,835
Mitsubishi	1,713	2,933
Peugeot SA	7,503	8,876
Porsche	202	218
Renault	5,663	5,472
Saab	255	371
Skoda	136	201
Subaru	1,312	1,567
Suzuki	543	627
Toyota	3,011	4,675
VAG	19,600	20,795
Volvo	1,389	1,743
Others	69	112
Total	92,585	97,658

SOUTH AFRICA
Cars

	5 mos., 1982	5 mos., 1981
BL	2,637	2,184
BMW	5,992	5,171
Datsun	10,737	12,517
Fiat/Alfa Romeo	3,672	3,712
Ford	20,013	17,603
General Motors	9,703	13,856
Mazda	13,152	11,717
Mercedes-Benz	6,316	3,638
Mitsubishi	2,813	4,467
Peugeot	4,350	5,837
Toyota	22,933	16,242
VAG	18,740	23,072
Total	121,183	120,199

BELGIUM
Cars

	3 mos., 1982	3 mos., 1981
Alfa Romeo	1,240	879
BL	3,214	1,471
BMW	4,819	2,845
Daihatsu	519	500
Datsun	4,595	6,684
Fiat Auto	6,391	6,924
Ford	11,178	7,184
Honda	5,398	6,431
Hyundai	308	652
Lada	6,134	2,752
Mazda	4,040	4,264
Mercedes-Benz	2,900	2,563
Mitsubishi	4,179	5,125
Opel	9,801	6,376
Peugeot SA	17,013	17,660
Renault	11,154	10,568
Saab	349	224
Skoda	614	403
Subaru	411	392
Suzuki	413	284
Toyota	8,274	8,273
VAG	16,051	13,240
Volvo	2,172	2,498
Others	39	860
Total	121,205	109,052

PRODUCTION OVERSEAS

FRANCE
Cars

	5 mos., 1982	5 mos., 1981
Peugeot SA	589,652	543,072
Citroen	233,824	232,164
Peugeot	237,789	231,243
Talbot	118,039	79,665
Renault	594,533	569,823
Total	1,184,185	1,112,895

Trucks, buses

CBM	50	34
Peugeot SA	61,829	78,180
Citroen	13,224	20,979
Peugeot	41,395	51,496
Talbot	7,210	5,705
Renault	99,476	101,782
Sovam	32	57
Unic	2,596	5,032
Total	163,983	185,085
Total vehicles	1,348,168	1,297,980

SPAIN
Cars

	4 mos., 1982	4 mos., 1981
Citroen	30,632	19,726
Ford	74,682	82,678
Renault	100,751	102,012
Seat	86,496	72,402
Talbot	18,666	20,113
Total	311,227	296,931

Trucks, buses

CAF	146	559
Citroen	13,542	8,332
Enasa	3,673	5,406
Ford	2,838	1,768
Land Rover	4,675	5,928
Mercedes-Benz	4,740	4,865
Motor Iberica	6,212	7,108
Renault	11,098	8,209
Seat	747	555
Talbot	1,012	1,059
Total	48,683	43,789
Total vehicles	359,910	340,720

Six-cylinder cars spark Aussie sales

By John Mellor
Australian Correspondent

Ford Australia and General Motors-Holden's, the only two American car manufacturers left in Australia, recently announced vastly improved results for 1981 following an unexpected swing back to six-cylinder cars.

The two companies, which between them control almost half of the Australian vehicle market, battled neck and neck for outright market leadership most of last year.

GM has been market leader in Australia since 1952. During 1981 Ford overhauled Holden's for five months and looked set to take outright leadership for the year for the first time ever. However, a prolonged strike at Ford's main assembly plant in Melbourne late in the year saw GM slip past to regain its crown.

But when the dust settled on the year, Ford made an all-time record profit of $A87.7 million before tax (compared with a pre-tax profit of about $A400,000 in 1980). The previous best profit by a car maker in Australia was about $A70 million by GMH in 1964 when GM controlled more than 40 percent of the Australian vehicle market.

The XE Falcon was introduced in March.

The Commodore station wagon is popular with Australian families.

Ford's after-tax profit was $A49 million ($A283,000 in 1980) on sales of $A1.1 billion — the first time Ford sales have topped the billion dollar mark. In 1980 total net sales were $A878.8 million.

The main areas contributing to Ford's improved result were:

- Strong public acceptance of Ford's manufacturing mainstay, the Falcon, following the introduction of a more fuel efficient "alloy head" six-cylinder engine and very strong sales of the Toyo Kogyo-sourced Laser which was introduced in March, 1981. Both TK-sourced and U.S.-sourced light trucks also sold well.
- Slashing of inventories to the bone combined with the introduction of a dealer ordering system that amounts to building cars to order at the plant.
- Improved plant quality and productivity methods (many of them picked up from Toyo Kogyo manufacturing engineers working with Ford on the Laser) which means lower warranty costs and less rectification within Ford's plants.
- A lower level of interest costs flowing from reduced inventories and improved cash flow.

GM's Holden's Division also had a remarkably improved result over 1980 with a 1981 profit of $A6.1 million — a $A135.9 million turnaround on the 1980 result.

In 1980 GM did extensive housekeeping on its Australian operation with the closure of an assembly plant in Sydney and the killing off of a number of redundant model lines. The company also incurred heavy losses in building a new 300,000 unit a year four-cylinder engine plant as part of the J-car world manufacturing plan.

The considerable change in the fortunes of both companies in such a short time reflects an Australian car market running at almost record levels and a renewed interest by the Australian car buyer in six-cylinder cars.

The existence of both Ford and GM in Australia has been based on the Australian six-cylinder family car and the health of both companies still depends enormously on six-cylinder car production.

Last year saw their prime six-cylinder models, Ford's Falcon and GM's Commodore, racing for sales leadership, and for the first time since the oil shortage panic of 1979 and the serious slide in six-cylinder sales that followed in 1980, the traditional six-cylinder Australian family car has begun to win back share taken by four-cylinder cars.

At the beginning of 1981 four-cylinder cars were dominating the market in Australia with a penetration of 68 percent. Six-cylinder and eight-cylinder cars had been reduced to a penetration of just 32 percent. But by the end of the year six-cylinder cars were attracting about 36 percent of the passenger market.

It is significant that sales of four-cylinder cars (1.6 liters and under) improved dramatically mainly due to the Ford Laser, so the increased six-cylinder penetration was at the considerable expense of two liter passenger cars dominated by the Mitsubishi Sigma, Datsun Bluebird and Toyota Corona, in that order.

Recovery of the fortunes of the Australian family six follows gasoline price stability in Australia in the last 12-18 months flowing on from the world oil glut, substantial gains in the fuel economy of six-cylinder engines (making two-liter cars only marginally more economical than much larger-bodied six-cylinder cars) and a realization by car buyers, especially company fleet operators (about 45 percent of Australian passenger cars are purchased by company fleets), that the two-liter four-cylinder medium sized car is not all it was cracked up to be during the gasoline panic.

GMH managing director Chuck Chapman says his company believes the six-cylinder engine was written off prematurely: "As long as the rate of increase in fuel prices is at about inflationary levels or not too much above, as long as there are no traumatic supply interruptions, and looking at the overall scheme of operating costs, the transition from six cylinder to four cylinder is going to be very gradual. The six-cylinder market is going to endure much longer than anyone forecast two years ago."

NADA offers advice for office controls

Stopping dealership embezzlement

WASHINGTON. — To prevent employe theft, NADA Dealership Operations Services has recommended a number of safeguards and checks dealers should make in their cash-handling practices.

In some cases, operational practices can indeed be changed, but in small dealerships with few employes, dealers probably will have to settle for careful, inconspicuous checks on employe functions, NADA said.

It is dangerous to have the office cashier also open the mail or list incoming checks because payments received in the mail can be used to cover thefts from office cash, according to NADA.

It recommended three control measures: The dealer or general manager could open the mail. The checks could be listed by someone who doesn't have access to cash. Or spot checks could be made of payments against accounts receivable.

If the cash disbursements bookkeeper also opens the mail or accounts for incoming checks, the bookkeeper could make intentional overpayments to accounts. These would result in refunds, which could be pocketed by the employe.

NADA recommended that all checks submitted for signature be documented with invoice. It also recommended tight control over listed checks. Accounts should be checked to see that funds have been properly credited.

If the same person keeps the daily sales summary, accounts receivable and cash receipts journal, the employe could alter accounting records to cover theft of cash or checks, NADA warned.

It recommended these functions be separated whenever possible. It also recommended spot checks of the three books, comparing them to source documents in each department.

Another control is to allow no one who handles cash to have access to the records which account for it. NADA also recommended that checks for the proper accounts be identified within the office, rather than routed to cashiers or departments.

If the cash disbursements bookkeeper also balances the checking account, checks can be written to fictitious payees, cashed and then destroyed when returned by the bank. Another method of embezzlement can occur if the employe converts checks to cashiers checks at the bank, then cashes these and leaves no accounting.

NADA recommended all canceled checks be accounted for. Checks that are not returned by the bank should be traced. The bank should also be instructed not to draw cashier's checks from dealership checks without specific personal approval from the dealer.

If a single person mails all checks, they can be altered after they are signed. To prevent this, the person who prepares the checks should have no access to them after they are signed.

NADA recommended checks be submitted for signature with envelopes so the dealer can mail them directly.

It is dangerous to have the service cashier check off accountable documents, NADA warned. Theft of payments can be covered by simply checking off repair orders as paid and then destroying the repair order.

To prevent this, no one who handles repair orders, parts tickets and the like for payment should be allowed to check them off.

If a service cashier also compares source documents detail to sales summaries, the employe could change the source documents or sales summary to hide cash thefts.

These functions should be separated, and spot checks should be made comparing documents and summaries, NADA advised. It also recommended use of a cash register which imprints sales totals on source documents and also on a running tape.

If the accounts receivable bookkeeper also mails statements, a payment can be stolen and then covered with later payments. The employe also could fail to mail statements to friends or relatives and carry the balance on other customer accounts.

To avoid these problems, NADA recommended statements be mailed every month to each customer with an outstanding balance. The responsibility of preparing and mailing statements can be rotated. Another control measure is to make sure the accounts receivable bookkeeper has no access to cash.

If the person who delivers payments to the bank also totals the cash, balances source documents, records purchases or keeps the cash receipts journal, thefts from deposits can be covered by alternating the documents or journals.

NADA advised that the dealer spot-check the cash receipts journal, repair orders, parts tickets, other source documents and actual prices of purchases. It also advised dealerships to use a locking bank deposit bag, making sure that the person who delivers the payments doesn't have access to the key.

Rollback extension

RALEIGH, N. C. — A new North Carolina law extends from two years to four years the legal time limit for filing court charges related to odometer rollback in the sale of used cars.

factories list auction dates

American Motors

August 10—Aptco Auto Auction, Taylor, Mich., and D-A Auto Auction, New Stanton, Pa.

August 11—Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Grand Prairie, Tex., and Sand Mountain Auto Auction, Boaz, Ala.

August 12—Minneapolis North Star Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

August 13—Floyd Hauhe Auto Auction, Bridgeton, Mo.

August 18—Kansas City Auto Auction, Kansas City, Mo.; Southern Auto Auction, Warehouse Point, Conn., and Columbus Fair Auto Auction, Obetz, O.

August 19—Minneapolis North Star Auto Auction, Shakopee, Minn.; Fredericksburg Auto Auction, Fredericksburg, Va., and Evansville Auto Auction, Evansville, Ind.

August 20—Concord Auto Auction, Acton, Mass.

August 25—Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Grand Prairie, Tex., and Sand Mountain Auto Auction, Boaz, Ala.

August 26—Minneapolis North Star Auto Auction, Shakopee, Minn., and Todd Auto Auction, Telford, Pa.

August 27—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

Aug. 10—Aptco Auto Auction, Taylor, Mich.

Ford Motor Co.

Aug. 11—Northway Exchange, Route 146, Clifton Park, N. Y.; Clanton's Auto Auction, Hwy. 34 W., Darlington, S. C.

Aug. 17—Dallas Auto Auction, 4226 E. Main, Dallas.

Aug. 19—Skyline Auto Exchange, 100 Route 46, Fairfield, N. J.; Salt Lake Auto Auction, 460 Orange St., Salt Lake City.

Aug. 25—Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

Used car sales
Auction Averages

August to date	$4,831
Month ago	$4,682
Year ago	$4,835

Model breakdown
Auction Averages

	AUGUST TO DATE	JULY	JUNE
1982	$9,128	$9,371	$9,646
1981	6,552	6,824	6,892
1980	5,321	5,377	5,367
1979	4,632	4,823	4,768
1978	3,898	3,872	3,637
1977	2,871	2,935	2,950
1976	1,912	2,103	2,041
1975	1,282	1,686	1,415
OVERALL AVERAGE	$4,831	$4,885	$4,708

used-car auction directory

Display Rates: $80.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00; 26-times, $11.50; 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

TEXAS

TWO GREAT SELLING DAYS!!!
DALLAS AUTO AUCTION
PROUDLY PRESENTS
Our Second Corvette and Special Interest Sale of 1982
(Mercedes, Rolls Royce, BMW's, Jaguars, Etc.)
TUESDAY, SEPTEMBER 14, 1982 — 11:00 A.M. SHARP!
Due to the great response to our May Corvette and Special Interest Sale, with many requests for two of these type sales a year, we think it appropriate at this time to plan our semi-annual sale.
Over 500 Corvettes, Mercedes and other special interest vehicles expected for this SALE at SALES. This will most certainly be one of the biggest sales ever at DALLAS AUTO AUCTION
WEDNESDAY, SEPTEMBER 15, 1982
GIANT CONSIGNMENT SALE
Over 1,400 Units Expected
Texas Bar-B-Que following the conclusion of Wednesday Sale.
Make your plans now to attend these TWO GREAT DAYS, at Dallas Auto Auction. Phone early for reserved numbers and motel reservations.
CALL GARY SMITH OR BARRY ROOP AT (214) 264-2344
DALLAS AUTO AUCTION
4226 EAST MAIN, GRAND PRAIRIE, TEXAS 75050
P.O. BOX 210468, DALLAS, TEXAS 75211
FREE REFRESHMENTS ALL DAY—BOTH DAYS!

NEW JERSEY

WE SELL FOR THE COUNTRY'S LEADING LEASING CO.'s • FLEETS BANKS • FORD MTR. CO. • GMAC
SKYLINE AUTO AUCTION
100 Route 46, Fairfield, N. J. 07006
(201) 227-0100
4 Lane Selling Every Tuesday

MINNESOTA

WEDNESDAY 12:00
Large consignment, 3 ring selling. Complete rooms facilities. Arrange pickup anywhere.
Minneapolis Auto Auction
1126 Nathan Lane, Minneapolis, Minn. 55441
612-546-2403

ARIZONA

Southwest Auto Auction. Lease and fleet accounts welcome. Member NAAA and NAFA. 3420 South 48th Street, Phoenix, 602-894-2211. Since 1971.

AUCTION SCHOOL

Mendenhall School of Auctioneering. America's Top-Quality Auction School. Vet Ap. Free Cat. Write or Call. P.O. Box 7344, High Point, N. C. 27264. (919) 887-1165.

CALIFORNIA

Oakland Auto Auction, 10121 E. 14 Oakland 3, NE 6-0621. Complete service out-of-state lease, fleet accounts. Fred Boardman.

COLORADO

Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

FLORIDA

Imperial Auto Auction, Lakeland, Fla. Sale every Tues., 7 P.M. & Thurs., 1 P.M. (813) 688-8458, toll free, 800-237-7661.

INDIANA

MID STATES AUTO AUCTION
25784 Western Ave.
South Bend, Indiana
Sale every Wednesday 6:00 P.M. and every Friday 12:00 Noon. PERSONAL ATTENTION given in the handling of vehicles for Fleet Operators and Leasing Firms. Phone 219-289-7767.

MARYLAND

BEL AIR AUTO AUCTION
BEL AIR, MARYLAND
Over 35 years serving auto dealers
SALE EVERY THURSDAY, 11 A.M.
FULL SERVICE AUCTION
Transport — Cleanup
Professional auctioneers — Storage
Large dealer consignment — Personal service
Fleet & lease cars — State vehicles
Call: 301-838-5880 or 301-879-7950
Rt. 1, Bel Air, Maryland 21014

PENNSYLVANIA

Commonwealth Auto Auction
Metro Philadelphia's Finest!
Fleet & Lease Accounts
Pickup/Delivery
Route 420, Morton, Pennsylvania
Telephone: (215) 328-7100
Ken Kimball
Every Thursday, 10:30 A.M.

OHIO

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. 614-871-2771.

ILLINOIS

Greater Chicago Auto Auction. Every Thursday—1 P.M. Sharp. 800—1,000 cars & trucks. 312-597-3600.

NEW YORK

Northeast Auto Auction, Bayshore, N. Y. Sale every Fri., 12 noon. Buyers galore. Sellers needed. No registration fee unless car sold. 516-968-8844.

NEW YORK

Tri-State Auto Auction, Cicero, N. Y. Sale every Weds., 6 p.m. Just No. of Syracuse, Exit 30/Rte. 81. 4 action-packed lanes. 500 cars each week. 1-315-699-2792.

NEW MEXICO

Greater Albuquerque Auto Auction — New Mexico's only dealer auction. Sale every Thurs., 12:00. Member NAAA & WAAA, 3815 Second St., N.W., 505-898-9540.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, S.C.

TEXAS

PAT PATTERSON'S Amarillo Auto Auction, Inc. 36 years serving most major fleet and lease companies. 3208 E. 10th, Amarillo, Texas, 806-372-2206.

WASHINGTON

Bob McConkey & Sons. So. Seattle Auto Auction, the Lease Specialist. 206-872-6800, P. O. Box 5153, Kent, WA 98031.

Imports slip, too, but penetration sets any-month record

July domestic sales lowest since '61

Continued from Page 2

auto builder retailed 247,602 new cars in July, down from 304,135 last year. Chrysler Corp. slipped 5.91 percent, to 55,052 from 58,508. American Motors was down 34.30 percent, to 8,358 from 12,722, and Volkswagen of America plunged 38.00 percent, to 7,908 from 12,755.

GM earned 57.59 percent of the domestic market in July, down from 61.17 percent last year. Ford had 25.82 percent, up from 21.93 percent. Chrysler enjoyed its largest piece of the 1982 pie on a monthly basis in July, capturing 12.81 percent, up from 11.77 percent. Likewise, AMC had its best share, 1.94 percent, down from 2.56 percent a year earlier. VWoA sales accounted for 1.84 percent of the domestic market, down from 2.57 percent.

Chysler, Ford and Lincoln were the only U. S. makes to beat their year-ago sales levels. Chrysler more than doubled its total, climbing to 14,933 from 5,688. Ford was up 1.71 percent, to 78,332 from 77,014, and Lincoln was up 61.72 percent, to 5,670 from 3,506.

July was cause for celebration among several of the imported car companies. It was a best any-month total for BMW and Volvo and a record July for Saab and Jaguar. DeLorean sales were up 46.75 percent and, at 361 units, were their strongest for any month this year.

BMW was up 4.16 percent, to a record 4,608 from 4,424 last year. Jaguar was up 71.88 percent to a record 758 from 441. Saab was up 57.31 percent to a record 1,710 from 1,087, and Volvo was up 14.94 percent to a record 7,716 from 6,713.

Also on the plus side were Renault, up 115.40 percent; Mazda, up 12.75; Sapporo, up 11.77 percent; Challenger, up 32.45 percent; Champ, up 49.81 percent; Colt, up 49.48 percent, and Nissan, up 1.71 percent.

Losing ground in July were: Toyota, down 5.47 percent; Volkswagen, down 27.87 percent; Subaru, down 11.08 percent; Porsche, down 3.40 percent; Peugeot, down 23.68 percent; Mercedes-Benz, down 4.62 percent; Isuzu, down 39.41 percent; Honda, down 9.40 percent; Fiat, down 57.05 percent, and Audi, down 33.88 percent.

Market class breakdown for the total industry in July was as follows: Imports earned 31.68 percent; U. S. subcompacts were 16.07 percent; compacts were 16.09 percent; intermediates were 20.59 percent; standards were 10.77 percent, and luxury cars were 4.80 percent.

A year earlier, imports accounted for 29.59 percent; subcompacts were 16.76 percent; compacts were 20.27 percent; intermediates were 18.47 percent; standards were 10.49 percent, and luxury models were 4.42 percent.

• The July domestics-only market class breakdown was: Subcompacts, 23.52 percent; compacts, 23.56 percent; intermediates, 30.13 percent; standards, 15.77 percent, and luxury cars, 7.02 percent.

Third-period domestic sales were down 7.96 percent, to 188,194 from 204,468 last year. It was, however, the best total since May 21-31, though the drop was the sixth consecutive 10-day decrease.

GM was down 16.14 percent, Ford was up 21.70 percent, Chrysler was down 7.00 percent, AMC was down an estimated 16.67 percent and VWoA was down 37.62 percent.

GM earned 57.06 percent of the market for the period; Ford had 27.22 percent; Chrysler had 11.98 percent; AMC had 1.59 percent, and VWoA had 2.15 percent.

The domestic daily selling rate was 16,535 for the month, down 13.53 percent from 19,121 a year earlier. There were 26 selling days both years. The daily selling rate for the final July period was 18,819, down 7.96 percent from 20,447. There were 10 selling days both years.

IMPORTED CAR SALES

	July, 1982	July, 1981	7 Mos., 1982	7 Mos., 1981
Alfa Romeo	199	274	1,139	1,214
Audi	3,388	5,124	26,140	29,885
BMW	4,608	4,424	29,168	24,718
Challenger	1,392	1,051	8,910	7,555
Champ	3,847	2,568	20,320	24,694
Colt	3,882	2,597	21,716	25,069
Datsun	43,857	43,118	274,978	290,548
DeLorean	361	246	1,910	280
Fiat	1,562	3,637	11,095	22,062
Fiesta	.....	2,888	.....	31,296
Honda	29,471	33,633	220,091	238,504
Isuzu	1,259	2,078	7,781	9,538
Jaguar	758	441	5,231	2,457
Lancia	89	149	540	705
Mazda	15,176	13,460	91,570	106,867
Mercedes-Benz	5,390	5,651	37,359	38,345
MG	.....	337	.....	2,993
Peugeot	1,286	1,685	8,288	9,830
Porsche	909	941	7,880	6,744
Renault	3,804	1,766	23,941	18,641
Rover	.....	79	.....	500
Saab	1,710	1,087	10,555	8,444
Sapporo	1,187	1,062	6,979	7,933
Subaru	12,634	14,208	85,082	91,977
Toyota	48,215	51,006	312,450	377,683
Triumph	.....	1,030	.....	7,826
Volkswagen	5,664	7,852	37,902	52,624
Volvo	7,716	6,713	49,504	44,036
TOTAL	199,364	209,105	1,300,529	1,482,968

U. S. CAR SALES BY MARKETING UNITS

	July, 1982	July, 1981	7 Mos., 1982	7 Mos., 1981
Chevrolet	91,623	120,600	749,372	892,728
Ford	78,332	111,919	559,218	891,548
Oldsmobile	56,352	65,040	465,019	518,970
Buick	49,032	51,590	410,031	426,210
Toyota	48,215	51,006	312,450	377,683
Pontiac	33,034	48,704	288,359	336,133
Datsun	43,857	43,118	274,978	290,548
Plymouth	25,223	31,866	182,141	244,337
Honda	30,471	33,633	220,091	238,504
Dodge	25,098	28,174	181,839	222,839
Mercury	26,986	28,511	196,113	208,266
VW of America	17,869	26,672	125,959	186,359
Cadillac	17,561	18,201	133,856	127,470
AMC-Renault	12,162	14,486	78,284	106,437
Mazda	15,176	13,460	91,570	106,867
Subaru	12,634	14,208	85,082	91,977
Chrysler/Imperial	15,039	5,946	98,975	57,300
Volvo	7,716	6,757	49,504	44,036
Lincoln	5,670	3,506	49,354	36,621
Mercedes-Benz	5,390	5,651	37,359	38,345
BMW	4,606	4,424	29,168	24,718
Fiat	1,651	3,786	11,635	22,767
Jaguar-Rover-Triumph	758	1,887	5,231	13,776
Isuzu	1,259	2,078	7,781	9,538
Peugeot	1,286	1,671	8,288	9,715
Saab	1,710	1,087	10,555	8,444
DeLorean	361	246	1,910	280
Alfa Romeo	199	274	1,139	1,214
TOTAL	629,272	706,256	4,665,261	5,288,568

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

obituaries

Charles M. Silaski, 47; was Subaru distributor

LITTLE ROCK.—Charles Michael Silaski, 47, executive vice president and general manager of Subaru South, died July 27. The firm is Subaru distributor for Alabama, Arkansas, Louisiana, Mississippi and Tennessee.

Mr. Silaski joined Subaru Inter-Mountain, Denver, in 1972 and became president in 1974. He remained with that distributorship until it was sold in 1975 and joined Subaru South when it was formed in January, 1976. Mr. Silaski was a speaker at the Automotive News World Congress in 1978.

Jim Hickman

MILWAUKEE.—Jim Hickman, 39, a Datsun dealer in Atlanta and 1982 Rookie of the Year at the Indianapolis 500, died Aug. 1 of injuries suffered in a crash during practice for the Tony Bettenhausen 200 at the Wisconsin State Fair Park.

William E. Mertz Sr.

MILLSTADT, Ill.—William E. Mertz Sr., 87, an early direct-dual Ford dealer (Ford cars and tractors), died July 6.

Ford B. McNaughton

FREMONT, Ind. — Ford B. McNaughton, died at his home in Fremont, Indiana. An Oldsmobile dealer for 50 years, he was 72.

Arnold Oliver Mitchell

ATLANTA. — Arnold Oliver Mitchell, chairman of Mitchell Motors, Inc., of Atlanta and Pensacola, Fla., died July 26. He was a veteran of more than 60 years in the automobile business and was a past president of the Atlanta Automobile Dealers Assn.

Euell Arthur

COMANCHE, Tex.—Euell Arthur, president of Arthur Chevrolet & Olds, Inc., died June 13.

Frank E. McGough Sr.

MONTGOMERY, Ala. Frank E. McGough Sr., owner of Capitol Chevrolet, died July 5. Mr. McGough went to work for the dealership, then McGough Chevrolet, in 1945 and became its president in 1948. The company was founded in 1919 by his father, Thomas D. McGough Jr.

Charles K. Velie

WAYZATA, Minn.—Charles K. Velie, 80, a long-time Oldsmobile dealer, died July 23. Mr. Velie formed Velie Motor Co. in 1934 and operated it under his name until 1975 when it was leased to Bob Ryan Oldsmobile. Mr. Velie was a great-grandson of farm-implement pioneer John Deere.

George Edwin Parslow

BELMAR, N. J.—George Edwin Parslow, 88, who retired earlier this year after 60 years as a new-car dealer, died July 18. Mr. Parslow opened the area's first Ford dealership in the early 1920s. In 1928, he sold it and purchased Park Chevrolet in nearby Asbury Park, N. J. In the 1930s, he formed Belmar Motors, a Chevrolet-Oldsmobile dealership here which he reorganized into two corporations in 1957.

Roy Kircher

MONTVALE, N. J.—Roy Kircher, Mercedes-Benz of North America's business management manager since its formation in 1965, died July 26. Mr. Kircher began his association with Mercedes when he joined Mercedes-Benz Sales, a subsidiary of Studebaker, in 1963.

DOMESTIC CAR SALES

	July 21 to July 31, 1982	Same Period, 1981	July, 1982	Same Month, 1981	Jan. 1 to July 31, 1982	Same Period, 1981
Spirit	.....	.....	1,100	2,368	11,966	22,512
Concord	.....	.....	4,638	8,028	20,424	39,046
Pacer	.....	.....	.....	.....	.....	111
Eagle	.....	.....	2,620	2,326	21,953	26,127
AMERICAN MOTORS*	3,000	3,600	8,358	12,722	54,343	87,796
Horizon	1,103	2,534	2,836	5,759	29,911	51,624
TC3	1,400	1,933	3,182	4,717	23,508	34,419
Reliant/Volare	4,267	6,947	11,493	17,134	87,323	118,253
Plymouth	1,077	167	2,678	426	14,100	7,414
Total Plymouth	7,847	11,581	20,189	28,036	154,842	211,710
LeBaron	.....	1,455	.....	3,609	912	29,174
LeBaron K	3,446	.....	7,887	.....	52,654	.....
Cordoba	526	593	1,229	1,627	9,119	16,680
New Yorker	2,559	.....	5,817	.....	34,488	.....
Chrysler	.....	146	.....	422	.....	8,163
Total Chrysler	6,531	2,194	14,933	5,688	97,172	54,017
Total Imperial	43	106	106	258	1,803	3,283
Omni	1,019	1,365	2,590	3,607	24,678	36,650
024	1,327	2,042	3,065	4,706	24,288	30,493
Aries/Aspen	3,475	5,401	8,424	12,225	65,040	84,337
Dodge 400	1,200	.....	2,761	.....	15,729	.....
Diplomat	891	1,054	2,480	2,747	16,946	18,947
Mirada/Magnum	204	400	504	1,008	4,532	9,840
Dodge	.....	91	.....	233	.....	4,948
Total Dodge	8,116	10,353	19,824	24,526	151,213	190,215
CHRYSLER CORP.	22,537	24,234	55,052	58,508	405,030	459,225
Pinto	.....	358	.....	998	.....	10,007
EXP	1,374	2,311	2,958	6,770	25,585	29,175
Escort	16,340	8,341	34,296	21,503	214,551	183,623
Mustang	4,588	4,111	9,307	10,884	71,161	102,275
Fairmont	3,525	5,425	8,157	13,771	77,653	115,250
Granada	4,832	3,059	9,905	7,000	70,402	60,137
Thunderbird	1,719	2,249	3,721	5,312	26,040	44,416
Ford	3,678	4,113	9,988	10,776	73,826	70,182
Ford Division	36,056	29,967	78,332	77,014	559,218	615,095
Bobcat	.....	11	.....	111	.....	2,169
LN7	379	645	824	2,237	8,867	9,059
Lynx	4,690	2,627	9,324	7,122	60,794	59,446
Zephyr	1,196	1,554	2,812	4,037	25,033	34,197
Cougar/Monarch	2,197	1,592	4,557	3,714	31,045	25,678
XR-7	586	1,191	1,257	2,564	9,403	17,524
Capri	1,157	1,521	2,228	4,095	17,741	30,974
Mercury	2,407	1,635	5,984	4,631	43,230	29,219
Total Mercury	12,612	10,776	26,986	28,511	196,113	206,266
Cont./Versailles	622	.....	1,245	.....	13,467	.....
Lincoln	1,168	634	2,679	1,670	20,578	17,603
Mark VI	773	719	1,746	1,836	15,309	19,018
Total Lincoln	2,563	1,353	5,670	3,506	49,354	36,621
L-M Division	15,175	12,129	32,656	32,017	245,467	244,887
FORD MOTOR	51,231	42,096	110,988	109,031	804,685	859,982
Skyhawk	1,658	.....	3,206	.....	21,822	.....
Skylark	4,055	6,901	8,182	14,064	88,272	120,768
Century FD	2,592	.....	5,607	.....	49,497	.....
Regal Sedan	2,548	3,353	5,718	8,044	47,167	81,803
Regal Coupe	4,587	6,964	10,580	15,367	83,777	121,419
LeSabre	4,082	2,767	8,993	6,312	61,497	45,010
Electra	1,780	1,791	4,050	4,007	32,708	30,485
Riviera	1,181	1,710	2,696	3,796	25,291	26,725
Buick Division	22,483	23,486	49,032	51,590	410,031	426,210
Cimarron	372	1,011	830	2,295	7,086	3,880
Seville	425	650	1,000	1,311	12,135	13,510
Cadillac	4,352	5,607	11,767	10,720	83,280	79,879
Eldorado	1,604	2,047	3,964	3,875	31,355	30,201
Cadillac Division	6,753	9,315	17,561	18,201	133,856	127,470
Chevette	7,646	10,113	15,786	24,679	136,053	230,409
Cavalier/Monza	2,732	3,373	5,948	8,024	68,078	28,275
Citation/Nova	5,316	6,986	12,314	28,020	117,587	189,804
Camaro	6,530	3,888	16,255	9,257	112,736	68,014
Celebrity	2,445	.....	5,876	.....	48,337	.....
Malibu	3,415	6,901	8,971	17,871	69,817	140,053
Monte Carlo	2,971	5,155	7,512	12,273	60,745	97,468
Chevrolet	6,998	7,726	17,095	18,168	121,659	119,705
Corvette	697	1,100	1,866	2,308	14,360	19,000
Chevrolet Division	38,750	45,242	91,623	120,600	749,372	892,728
Firenza/Starfire	895	.....	1,762	.....	13,315	.....
Omega	1,961	3,673	4,225	8,044	44,964	66,825
Cutlass Ciera	2,511	.....	5,950	.....	58,004	.....
Cutlass	.....	5,877	.....	13,163	.....	124,938
Supreme	8,744	8,961	20,937	20,757	171,804	162,635
Olds 88	6,741	5,965	15,857	14,279	107,531	95,404
Olds 98	2,346	2,329	5,346	5,686	49,265	46,852
Toronado	983	1,300	2,275	3,111	20,146	22,316
Oldsmobile Division	24,181	28,105	56,352	65,040	465,019	518,970
T-1000	1,850	2,785	3,099	6,246	30,995	26,093
J-2000/Sunbird	1,645	2,782	3,242	6,764	31,358	40,078
Phoenix	1,881	2,711	3,227	5,775	31,476	52,954
Firebird	3,113	2,649	7,388	5,442	64,930	37,811
6000	1,397	.....	3,150	.....	25,137	.....
Bonneville/LeMans	2,566	2,221	5,892	5,233	46,251	45,204
Grand Prix	2,756	4,621	6,549	10,121	54,036	77,788
Pontiac	1	4,129	487	9,123	4,176	56,205
Pontiac Division	15,209	21,898	33,034	48,704	288,359	336,133
GENERAL MOTORS	107,376	128,046	247,602	304,135	2,046,637	2,301,511
VOLKSWAGEN	4,050	6,492	7,908	12,755	54,037	97,106
DOMESTIC TOTAL	188,194	204,468	429,908	497,151	3,364,732	3,906,620
IMPORT TOTAL	.....	.....	199,364	209,105	1,300,529	1,482,968
INDUSTRY TOTAL	.....	.....	629,272	706,256	4,665,261	5,288,588

†—Estimate.
*—AMC does not issue a nameplate breakout for a 10-day periods.

Total declines by 556 in first half of 1982

Domestic dealer attrition continues

Continued from Page 1

was a loss of 258 outlets in the first quarter and a heart-stopping 672 in the second for a total of 930.

The 1981 and 1980 figures do not include Volkswagen, which was added to the AUTOMOTIVE NEWS domestic dealer count at the beginning of 1982. But VW would have had little effect on the 1981 and 1980 declines since its dealer totals showed virtually no change during the first half of those two years.

This year's first-half decline of 556 outlets was the third steepest in the 22 years that AUTOMOTIVE NEWS has been reporting dealer totals on a half-year basis. Only 1980, with a loss of 930, and 1961, with a drop of 728, were worse.

The quarterly dips aren't any more pleasant to relate. AUTOMOTIVE NEWS began collecting quarterly census figures in 1962. The first-quarter downturn was the biggest in that 21-year span, and this year's April-June fall-off was exceeded only in 1980.

Percentages help illustrate the gravity of this year's losses. The industry's first-half decline of 556 outlets amounted to 2.56 percent of the domestic dealer total.

GM's 285 was 2.67 percent of its dealer body; Ford's 158 was 2.78 percent. Numerical losses for AMC and VW were much smaller, but AMC's dip of 37 dealerships was 2.39 percent of its total, and VW's 39 was 3.88 percent. Chrysler's 19-outlet slip was only 0.52 percent.

It's hardly necessary to dwell on the reasons for the continuing decline. High prices, high interest rates and depressed sales have battered the dealer population. The resulting financial difficulties have forced many to throw in the towel. And many others have simply decided it's time to get out.

Among the Big Three, franchise totals dropped for all GM and Ford Motor makes during the first half, but all four Chrysler Corp. makes were up.

Plymouth reported an increase of 25 franchises for the first half, and there were gains of 21 for Dodge, 14 for Chrysler and seven for Imperial.

Chevrolet and Ford, the two largest dealer organizations, had the biggest losses. Ford was down 138, and Chevrolet was down 130. Elsewhere, there were slips of 56 for Mercury, 55 for Pontiac, 50 for Oldsmobile, 40 for Buick, 15 for Cadillac and 10 for Lincoln.

At midyear, AMC had 1,510 dealers, compared with 1,547 on Jan. 1. Its quarterly declines were 12 and 25. AMC has 748 duals with Big Three makes and 33 with VW. In 1981, AMC lost 28 dealers in the first half.

VW's dealer total on July 1 was 967, down from 1,006 at the beginning of the year. There were dips of 14 in the first quarter and 25 in the second. VW has 105 duals with other U. S. makes, an estimated 72 of them with the Big Three.

The VW dealer total was down only three in the first half of 1981.

Chrysler wound up the first half with 3,665 car dealers, compared with 3,684 as 1982 began. It was the company's best showing since the first half of 1977.

As noted, Chrysler was down 29 outlets for the first quarter but showed a gain of 10 for the second. It was the second year in a row that Chrysler has had a net increase of 10 establishments in the April-June period.

In 1981, Chrysler's dealer total was off 41 for the first half, and in 1980, it was down 413.

Franchise totals at midyear were Chrysler, 2,653; Plymouth, 2,562; Dodge car, 2,474, and Imperial, 428.

In addition to its 3,665 car dealers, Chrysler Corp. has eight that handle only Dodge trucks. They are not included in the corporation's car-dealer total or in the Dodge car-franchise total.

• At Ford Motor, the July 1 car-dealer total was 5,527, a slip of 158 for the six-month span. Quarterly downturns were 78 and 80. In 1981, Ford had a first-half falloff of 141; in 1980, it was 331.

Franchise counts at midyear were Ford, 4,696; Mercury, 2,607, and Lincoln, 1,455.

Ford Motor has 97 outlets that handle only Ford heavy-duty trucks. They are not included in the company's car-dealership total or in Ford Division's car-franchise total.

General Motors' decline was 285 dealerships, its biggest in the 22 years for which first-half figures are available. GM had a dip of 145 outlets in the first quarter and 140 in the second. The July 1 total was 10,370 car dealers, compared with 10,655 at the beginning of the year.

In 1981, GM had a first-half dip of 135 outlets, and its drop was 185 in 1980.

Franchise totals on July 1 of this year were Chevrolet, 5,300; Oldsmobile, 3,140; Pontiac, 2,985; Buick, 2,910, and Cadillac, 1,580.

The current total of 21,124 dealerships handling domestic makes of cars is down 1,229 from 22,353 (including Volkswagen) on July 1, 1981.

In the past year, there have been declines of 555 for GM, 293 for Ford Motor, 125 for AMC, 117 for Chrysler Corp. and 48 for VW. That's a total of 1,138. A change in the number of intercorporate duals brings the net decline for the industry to 1,229.

U. S. FRANCHISES

	July 1, 1982	Jan. 1, 1982
AMERICAN MOTORS	1,510	1,547
CHRYSLER CORP.		
Chrysler	2,653	2,639
Dodge	2,474	2,453
Imperial	428	421
Plymouth	2,562	2,537
FORD MOTOR CO.		
Ford	4,696	4,834
Lincoln	1,455	1,465
Mercury	2,607	2,663
GENERAL MOTORS		
Buick	2,910	2,950
Cadillac	1,580	1,595
Chevrolet	5,300	5,430
Oldsmobile	3,140	3,190
Pontiac	2,985	3,040
VOLKSWAGEN	967	1,006

Copyright, 1982, Automotive News

Talks under way with two U. S. suppliers

Alfa eyes modular engine licenses

Continued from Page 1

the Cadillac V-8-6-4 engine, but this system has been plagued with problems and litigation.

Ford has not introduced such a system, but Motorola produces solid-state ignition systems and electronic engine management systems both of which are an integral part of the Alfa system. Motorola's major automotive business is with Ford.

The Alfa Romeo system has been tested in a fleet of 10 taxicabs, four-cylinder Alfettas, in Milan, from June, 1981 to January, 1982. The results showed an overall 12 percent improvement in fuel economy for city driving for cars equipped with electronic fuel injection and ignition and 24 percent improvement compared with carburetor models.

Alfa engineers said no significant difficulties developed. At the end of the test, two taxi engines, which logged more than 40,000 kilometers of city driving, were disassembled to examine parts which could have been affected by the two-cylinder operation.

According to a report issued by Alfa Romeo, "it was found that the residual driving torque of some of the power train couplings was a bit below standard and combustion chamber encrustations were higher than would be the case for a similar car after 40,000 kilometers."

The report further noted that both problems were due in part to the modular operation and in part to the use made of the car in taxi fleet operations.

However, engineers said they did not view these problems as serious and said they can be solved with minor, low-cost adjustments.

• Alfa Romeo, for this test, used car bodies fitted with safety equipment required in the U. S., including energy-absorbing bumpers, all of which are considered, according to the report, as useful for city driving.

The Alfa system consists basically of the two-liter in-line four-cylinder electronic-fuel-injected engine with electronically controlled ignition and spark advance.

For the cylinder cutoffs, Alfa uses sensors for throttle angle, engine speed, water and air temperature and a microcomputer with 6 K-bytes of memory for engine programs.

The engine always runs on four cylinders when starting and warming up to 70 degrees Celsius (158 degrees Fahrenheit). For a hot engine, idling is on two cylinders except when the engine falls below 680 RPM. The first progression in the sequence goes from stop to 1,600 RPM then the car goes into the cut-off mode.

Changeover occurs at programed cycles, every 200 cycles, alternating in two pairs (1 and 4, 2 and 3). The operation of two or four cylinders is determined by throttle position and engine speed.

Alfa Romeo will start producing the cars for the public this fall with 1,000 units. According to Surace, this will be the Alfetta four-cylinder engine. But it does not stop there since the company is now working on a similar system for its 2.5-liter V-6 engine found in the GTV-6.

Surace said the goal is to have its full line of cars equipped with the system by 1985.

EXCLUSIVE OPPORTUNITY!
"10-SPOT" VIDEO GAMES
MASTER DISTRIBUTORSHIP

If you have been contemplating diversification to offset lagging sales, high overhead and smaller profits, *we have the answer!* Applying your dealership expertise to diversify into the *video game sales/distribution business,* can produce cash flow and net income that could have the tail wagging the dog!

Our *new "10-SPOT"* is revolutionizing the video game industry! Imagine *ten top video games in one cabinet!* Each machine is a *Mini Arcade. It is the hottest money maker that we have ever developed!*

EXCLUSIVE APPOINTMENT

We will appoint ONE Master Distributor for each marketing territory with sub-distributing rights for our *exclusive "10-SPOT"* and other popular video games.

FANTASTIC INCOME

Your potential income is fantastic! One of our Master Distributors *grossed over one million dollars in sales his first nine (9) months* in this *multi-billion dollar, all cash video game business!*

REQUIREMENTS

Your dealership business experience will more than likely meet our requirements. You will also need a $30,000 cash refundable equipment deposit (there are no fees), a low credit line of $120,000 for floor planning, operating capital, and references.

TRAINING

No experience in the video game industry is required. Absentee ownership/supervision is acceptable because you are a dealer and we provide complete training and start-up assistance. We literally put you in business with an almost immediate cash flow!

WHO WE ARE

COUNTER TOP AMUSEMENTS, INC. (CTA) is one of the oldest companies in the video game business. We supply you with impeccable references, names of our Master Distributors and certified financial statements, along with full FTC disclosure documents.

TIME IS OF THE ESSENCE

For a full disclosure, confidential interview, call Mr. T. J. Tepsich, Marketing Director, at (408) 980-8551, or write on your letterhead for information, 2996 Scott Blvd., Santa Clara, Calif. 95050.

Introducing Europe's Top Seller in the 4Wheel Drive Market. The Range Rover is the Ultimate in Style, Comfort and Performance Both ON and OFF Road. Service Oriented Dealers in the Luxury Market are now being sought to handle these vehicles throughout the U.S.A. and Canada. Versions available will include 2/4Door Manual and Automatic Models with Specialized conversions. High Profit Dealerships are available for selected areas.

For Further Information:

RANGE ROVER (NORTH AMERICA) INC.
3171 KASHIWA STREET
TORRANCE, CALIFORNIA 90505
TEL.: 213-534-2140-1

WHAT?

OLDE 'N' BENT

RENT USED CARS?

IT SOUNDS CRAZY, BUT THIS NEW PROFIT CENTER FOR USED CAR RETAILERS BRINGS ADDITIONAL GROSS FROM THE SAME OVERHEAD. IS THAT CRAZY?

- Supplement your sales, service, and/or new car rentals with a small fleet of used rentals
- You don't need big money — two or three car sale grosses will cover your start-up cost
- You already have the cars, the lot, the staff, the expertise, the used car image
- Offer the lowest rental rates in town by renting 7 to 10 model year old cars
- We provide forms, signs, materials, insurance, and if needed, the training
- Forget the late models — they are no more cost effective than new cars
- Recover your initial start-up investment in six months or less
- Begin with a few cars and add more as you need them to grow

GET THE WHOLE STORY — TRACE YOUR LETTERHEAD FOR OUR INTRODUCTORY BROCHURE

OLDE 'N' BENT CAR RENTAL PLAN
106 WYLDEWOOD ROAD, EASTON, CT 06612
A management service of Well Seasoned Advice, Inc.

Total is 455,558; all makers trail 1981

July auto production drops 12 pct.

By Patricia Hoffman
Staff Writer

With all U. S. auto makers suffering declines, July production fell 12.13 percent from the comparable 1981 month. Output has been below the 1981 total every month this year.

In July, the manufacturers assembled 455,558 cars, down from 518,456 last year.

Losses for the month were: Chrysler Corp., down 40.04 percent to 43,029 cars from 71,760; Volkswagen of America, down 33.74 percent to 10,805 from 16,306; American Motors, down 21.28 percent to 10,805 from 13,732; Ford Motor, down 11.83 percent to 66,691 from 75,637, and General Motors, down 4.88 percent to 324,085 from last year's 340,717.

Checker Motor's finished 138 units last month before ceasing production July 12. The total was 54.61 percent below the 304 units built during a full month of assembly last year.

Downtime at 12 assembly points last week for inventory adjustment and model changeover pulled the estimated car production down 30.10 percent to 76,382 units from the previous week's 109,271, but output was up 9.39 percent from 69,827 in the comparable 1981 period.

Year-to-date, the auto makers have completed 3,189,982 units, down 24.09 percent from 4,202,551 built in the same period last year.

Three GM facilities went down last week for model changeover. They were Janesville, Lansing and Lordstown. Also at GM, the Pontiac home plant ended production after 55 years of operation.

Three GM facilities remained down for changeover last week. They were Detroit, Framingham and Linden. GM's Leeds plant returned to work last week.

Ford's Atlanta, Chicago, Metuchen, San Jose and Wayne points were all closed last week for changeover / inventory control, and Chrysler ended 1982 production at its Belvidere, Newark and St. Louis facilities.

VWoA's Westmoreland plant was also idle last week for changeover.

Truck production for July tops 1981 total by 32 pct.

Although domestic truck output in July was lower than in June, gains at General Motors, Chrysler Corp. and Ford Motor helped push last month's total up 32.79 percent from the comparable 1981 period.

In July, the truck makers finished 161,912 units, up from 121,933 in last year's period, and the most for that month since 1979 when 205,265 trucks were completed.

GM finished on top last month with output reaching 89,110 units, up 76.94 percent from 50,362 in the comparable 1981 period. Chrysler jumped 68.24 percent to 12,036 from 7,154, and Ford rose to 45,830, up 14.21 percent from 40,127.

Other makers showed declines for the month.

Last week's production, marred by downtime at six assembly points, was estimated at 31,413 units, down 32.45 percent from 46,505 the previous week, but output more than doubled the 14,490 units built in the comparable 1981 period when 10 facilities were idle for model changeover.

So far this year, the makers have finished 1,232,205 trucks, a 14.75 percent gain from 1,073,848 assembled at this time last year.

GM's Moraine facility was idle last week (Aug. 2) for model changeover. Operations are slated to resume Aug. 16.

Also at GM, the Shreveport point ended 1982 production last Wednesday (Aug. 4) and is scheduled to return with 1983s Aug. 20.

Chrysler's Belvidere and Warren facilities were idled last week for changeover. Belvidere is due to return Aug. 23 and Warren will resume operations today (Aug. 9).

Ford Motor's Louisville point was also closed last week for changeover.

Volkswagen's Westmoreland facility, idle since June 28, is scheduled to begin 1983 production in September.

GM's Janesville and Lordstown (van) facilities join the model changeover lineup today. Janesville is slated to return Aug. 31, and Lordstown will be back next week (Aug. 16).

TRUCK PRODUCTION IN U. S.†

	Week Ended Aug. 7, 1982	Week Ended Aug. 8, 1981	Week Ended July 31, 1982	July Total	Jan. 1 to Aug. 8, 1981	Jan. 1 to Aug. 7, 1982
CHEVROLET	11,248	1,607	15,151	66,490	333,657	433,245
DODGE	.....	2,804	2,512	12,036	59,926	80,133
FORD	11,874	2,535	19,139	45,830	387,134	435,412
GMC	4,046	1,501	5,462	22,620	114,702	158,163
INTERNATIONAL	1,195	1,626	1,185	1,384	45,092	29,602
VOLKSWAGEN	.....	967	.....	.....	28,193	8,103
JEEP	2,000*	2,000*	2,006*	8,827	62,188*	51,117
AM GENERAL	50*	50*	50*	225*	2,636*	1,430*
MISCELLANEOUS	1,000*	1,400*	1,000*	4,500*	40,320*	35,000*
Total Trucks, U. S.	31,413	14,490	46,505	161,912	1,073,848	1,232,205

CANADIAN TRUCK PRODUCTION

	Week Ended Aug. 7, 1982	Week Ended Aug. 8, 1981	Week Ended July 31, 1982	July Total	Jan. 1 to Aug. 8, 1981	Jan. 1 to Aug. 7, 1982
CHRYSLER CORP.	1,802	1,836	.....	4,694	47,752	61,081
FORD MOTOR	3,362	228	3,360	7,117	90,391	86,716
GENERAL MOTORS	2,162	.....	1,902	16,280	174,332	161,482
INTERNATIONAL	212	212	263	315	6,910	6,900
Total Trucks, Canada	7,538	2,276	5,525	28,406	332,484	316,179
N. American Trucks	38,951	16,766	52,030	190,318	1,406,332	1,548,384

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

July car output in Canada falls 14 pct. below '81

While Canadian auto production in July was the lowest for the month since 1979, falling 14.25 percent short of the comparable 1981 month, output last week nearly tripled the year-ago figure.

The makers finished 50,989 cars last month, down from 59,462 in 1981, and the lowest total for that month since 1979 when 50,846 units were completed. Output was the lowest for any month since last December's 50,799.

Last week, the car manufacturers slated 13,104 units, a 20.34 percent gain from 10,889 the previous week. Operations resumed at Chrysler Corp.'s Windsor facility, offsetting vacation downtime at a General Motors plant. Last week's total compared with 4,485 in the comparable 1981 week when five assembly points were idle for vacation.

So far this year, the makers have finished 537,575 cars, up 1.80 percent from 528,086 in last year's year-to-date.

Truck production last month was 28,406 units, down 35.41 percent from 43,982 in the comparable 1981 month. It was the lowest for that month since 1980 when 21,931 trucks were assembled and the lowest for any month since August, 1981, when the makers finished 16,816 units.

The makers scheduled 7,538 trucks last week, up 36.43 percent from 5,525 the previous week and output more than three times of the 2,276 trucks built in the comparable 1981 period when four plants were idle for vacation.

Year-to-date, the manufacturers have assembled 316,179 units, down 4.90 percent from last year's 332,484.

Pontiac home plant builds its last car

PONTIAC.—Pontiac's home plant assembled its final car last week, winding up 55 years of production at the facility.

The final auto, a Grand Prix Brougham, was the 9,766,159th car built there since production began in 1927. Pontiac said it will now begin to convert the adjacent Fisher Body facility for production of the P-car, which is due to come on line in 1983.

NHTSA delays plan to upgrade side-impact rule

WASHINGTON. — NHTSA has announced termination of the plan to upgrade side-impact protection for cars and to extend it to light trucks, vans and multipurpose passenger vehicles.

This was one of the top priority areas in former Administrator Joan Claybrook's plans for the agency. Raymond A. Peck, current head, called the termination temporary and said that "extensive research still remains to be completed to determine the best approach for upgrading the standard . . ."

The idea was to change the static test method to a dynamic test to set performance criteria for occupant protection and to raise the level of protection to one closer to real-world conditions.

U. S. CAR PRODUCTION

	Week Ended Aug. 7, 1982	Week Ended Aug. 8, 1981	Week Ended July 31, 1982	July Total	Jan. 1 to Aug. 8, 1981	Jan. 1 to Aug. 7, 1982
AMERICAN MOTORS	2,400*	3,150*	2,456*	10,810	80,122	38,755*
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	1,500	1,728	7,709	43,029	507,870	354,553
Plymouth Total	500	422	3,152	18,692	262,751	146,056
Horizon	.....	422	1,854	7,034	99,703	46,460
Reliant	500	.....	1,298	11,658	153,461	99,596
Caravelle	.....	.....	.....	.....	2,139	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	500	.....	680	7,000	22,098	68,567
LeBaron	500	.....	680	7,000	17,236	68,567
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	500	1,306	3,877	17,337	223,021	139,930
Omni	.....	1,306	1,706	6,581	86,481	43,771
Aries	300	.....	1,820	8,162	120,214	75,413
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	200	.....	351	2,594	.....	20,746
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	15,116	10,016	29,239	66,691	859,406	686,345
Ford Division	8,207	6,494	17,183	39,929	587,130	434,129
Escort	.....	2,811	6,416	12,784	220,050	168,757
Fairmont	3,099	.....	2,866	6,465	125,761	77,379
Must./Must. II	2,841	3,683	3,073	7,853	104,772	81,918
Granada	.....	.....	3,376	8,937	53,058	74,051
Thunderbird	2,267	.....	1,278	3,549	42,603	27,525
Ford	.....	.....	.....	.....	40,886	.....
EXP	.....	.....	174	341	.....	4,499
L-M Division	6,909	3,522	12,056	26,762	272,276	252,216
Mercury Total	5,237	3,522	10,185	22,281	235,252	194,711
Lynx	.....	1,077	3,159	5,740	76,557	52,863
Capri	1,328	1,131	1,605	3,386	37,036	22,426
Zephyr	1,144	.....	1,095	2,589	38,325	26,043
Cougar	.....	.....	2,063	4,926	26,974	35,953
XR-7	959	.....	355	1,082	18,851	9,286
Mercury	1,806	1,314	1,841	4,406	37,509	47,074
LN7	.....	.....	67	152	.....	1,066
Lincoln Total	1,672	.....	1,871	4,481	37,024	57,505
Continental ('82)	332	.....	372	893	.....	12,024
Lincoln	823	.....	923	2,207	18,045	26,172
Mark VI	517	.....	576	1,381	18,979	19,309
GENERAL MOTORS	57,366	51,166	66,204	324,085	2,639,496	2,048,045
Buick Division	16,219	13,724	15,381	73,765	562,121	478,427
Skylark	4,172	6,531	4,025	16,566	169,695	91,562
Skyhawk J	.....	.....	.....	3,564	.....	47,922
Century	3,402	.....	3,479	14,748	86,881	84,673
Regal	4,795	3,987	4,650	20,948	158,587	126,630
Buick	3,850	3,206	3,227	16,709	101,167	106,432
Riviera	.....	.....	.....	1,230	45,791	21,208
Cadillac Division	221	1,235	474	11,640	172,728	139,001
Cimarron	221	1,235	474	1,467	10,277	3,660
Seville	.....	.....	.....	371	15,916	12,590
Eldorado	.....	.....	.....	1,625	40,074	34,312
Cadillac	.....	.....	.....	8,177	106,461	88,439
Chevrolet Division	24,599	23,938	25,263	112,786	986,514	659,542
Chevette	6,000	7,430	5,515	23,901	221,318	144,605
Cavalier	1,500	4,693	2,505	9,723	50,356	55,078
Celebrity	200	.....	193	5,729	.....	40,877
Camaro	5,263	.....	5,344	21,197	87,694	141,476
Citation	4,661	5,867	4,746	20,703	233,953	116,692
Malibu	3,249	340	3,221	13,761	162,794	76,343
Monte Carlo	1,436	138	1,424	7,464	92,276	43,251
Chevrolet	1,690	4,810	1,719	7,767	117,905	23,043
Corvette	600	660	599	2,541	20,218	18,180
Oldsmobile Division	8,058	4,347	11,830	66,879	578,217	465,656
Omega	2,300	3,790	2,492	9,969	101,441	55,603
Firenza	.....	.....	.....	3,691	.....	34,011
Cutlass	.....	.....	3,658	21,266	272,451	119,636
Cutlass/Ciera	1,798	.....	1,694	7,230	.....	71,848
Oldsmobile	3,960	557	3,986	23,753	174,578	165,207
Toronado	.....	.....	.....	970	29,747	19,351
Pontiac Division	8,269	7,922	13,256	59,015	339,916	305,419
Acadian†	160	227	461	1,523	14,005	8,288
J2000	.....	3,295	1,811	7,165	36,020	27,438
T1000	1,480	2,063	1,590	6,290	50,734	25,520
Firebird	3,581	.....	3,929	14,067	43,468	85,753
Phoenix	1,524	1,997	1,599	7,336	74,371	34,487
Grand Prix	1,092	.....	1,881	8,065	69,227	49,642
Bonneville ('82)	432	.....	1,985	8,648	.....	49,521
A6000	.....	.....	.....	5,921	.....	24,770
LeMans	.....	.....	.....	.....	42,027	.....
Pontiac	.....	340	.....	.....	10,064	.....
VOLKSWAGEN	.....	3,742	3,663	10,805	114,241	60,121
CHECKER	.....	25*	.....	138	1,416*	2,163*
Total Cars, U. S.	76,382	69,827	109,271	455,558	4,202,551	3,189,982

CANADIAN CAR PRODUCTION

	Week Ended Aug. 7, 1982	Week Ended Aug. 8, 1981	Week Ended July 31, 1982	July Total	Jan. 1 to Aug. 8, 1981	Jan. 1 to Aug. 7, 1982
AMERICAN MOTORS	1,070	.....	1,152	2,050	20,779	17,198
CHRYSLER CORP.	3,137	196	.....	7,186	29,932	98,852
FORD MOTOR	8,760	1,687	8,111	9,054	136,068	189,072
GENERAL MOTORS	.....	2,602	1,489	31,754	334,620	225,912
VOLVO	137	.....	137	945	6,687	6,541
Total Cars, Canada	13,104	4,485	10,889	50,989	528,086	537,575
N. American Cars	89,486	74,312	120,160	506,547	4,730,637	3,727,557
N. American Trucks	38,951	16,766	52,030	190,318	1,406,332	1,548,384
North American Cars and Trucks	128,437	91,078	172,190	696,865	6,136,969	5,275,941

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.